

THE NATIONAL Provisioner

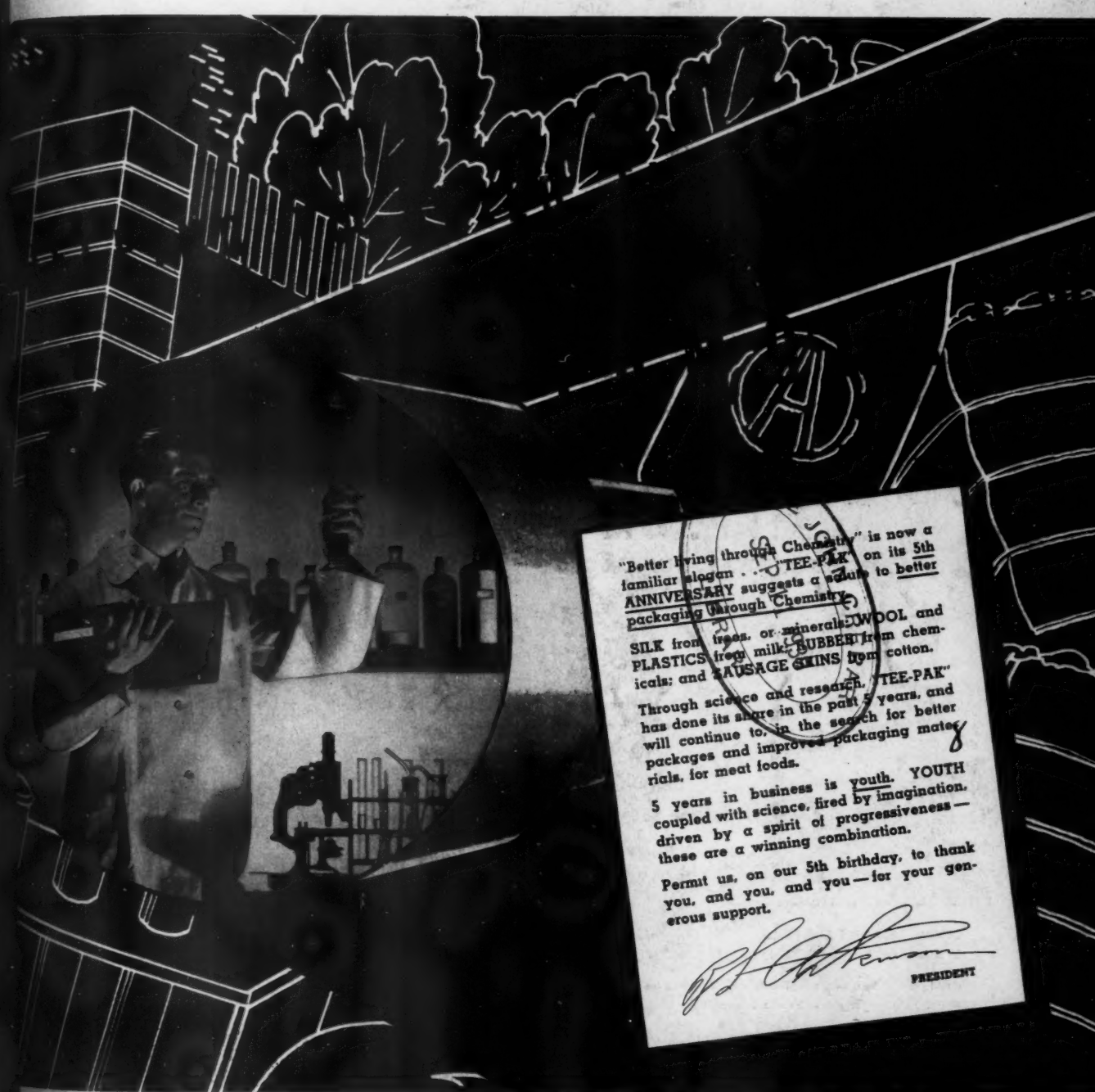
THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 101

Number 11

• SEPTEMBER 9, 1939 •



"Better living through Chemistry" is now a familiar slogan. **TEE-PAK** on its 5th ANNIVERSARY suggests a salute to better packaging through Chemistry.

SILK from trees, or minerals. WOOL and PLASTICS from milk. RUBBER from chemicals; and SAUSAGE SKINS from cotton.

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Permit us, on our 5th birthday, to thank you, and you, and you—for your generous support.


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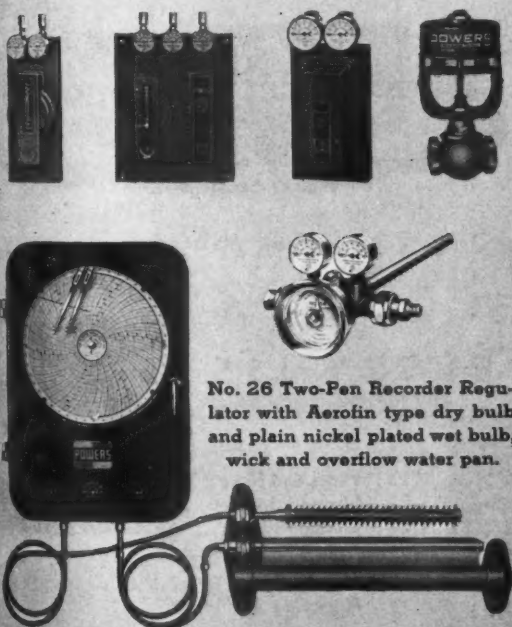
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Powers Control applied to YORK dry
cell air conditioner in Beef Storage
Cooler at the Foster Beef Co., Man-
chester, N. H.

Below—Powers Control applied to
YORK air conditioner in Sausage
Packing Cooler in the Foster plant.



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No. 26 Two-Pen Recorder Regu-
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wick and overflow water pan.

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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES



MEMBER



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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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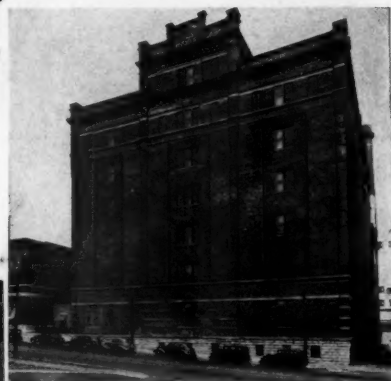
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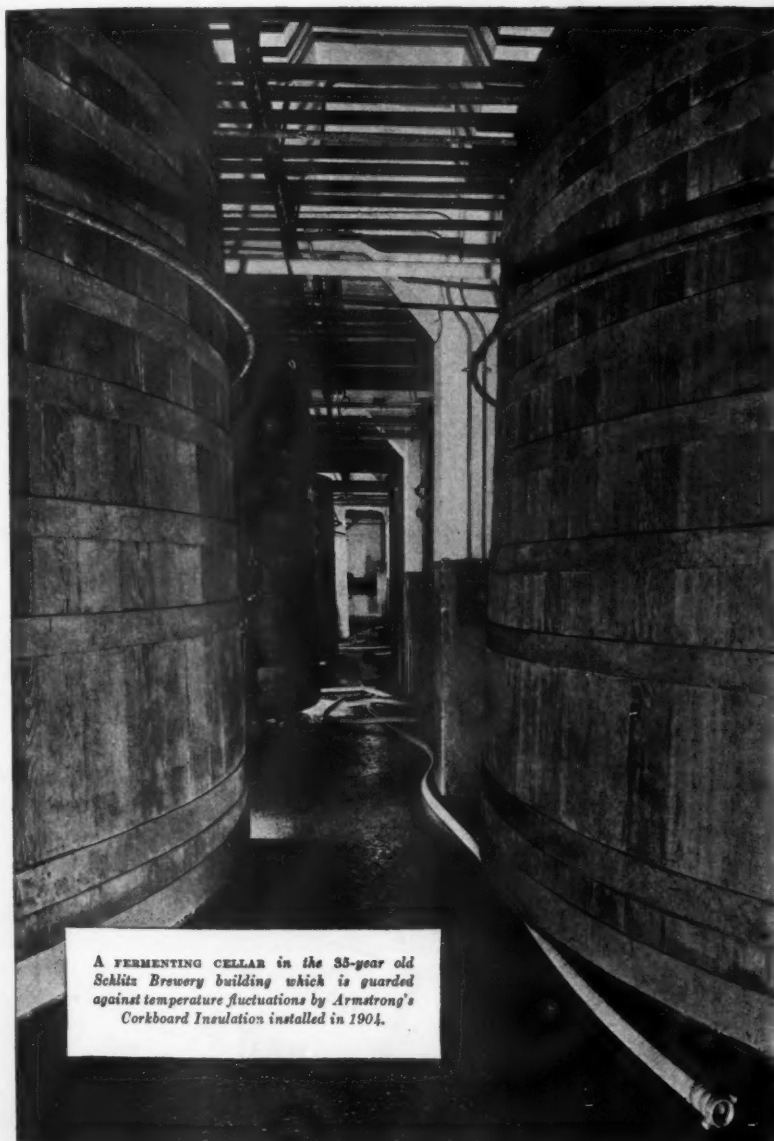
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35 years ago Schlitz installed Armstrong's Corkboard

THAT IS STILL IN SERVICE



BUILDING ERECTED IN 1904 for the Joseph Schlitz Brewing Company, Milwaukee, Wis. The original Armstrong's Corkboard Insulation, installed when the building was erected, is still in service.



A FERMENTING CELLAR in the 35-year old Schlitz Brewery building which is guarded against temperature fluctuations by Armstrong's Corkboard Insulation installed in 1904.

IN 1904 the building shown above was insulated for the Joseph Schlitz Brewing Company of Milwaukee. Four inches of Armstrong's Corkboard was installed on the walls, and on the loft floor above the seventh floor.

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Armstrong's Contract Service can help you plan and install money-saving insulation. Experienced engineers and skilled workmen, using quality materials and modern methods, are at your service for any work that requires insulation of low temperatures. Call on them when you plan new work or remodeling.

Right now, let us send you complete information about Armstrong's Corkboard Insulation for cold rooms and Cork Covering for cold lines. Write today to Armstrong Cork Company, Building Materials Div., 952 Concord Street, Lancaster, Pa.



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with **CERELOSE**

[PURE DEXTROSE SUGAR]



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burn food, too!



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because ALUMINUM HEATS EVENLY

In "Wear-Ever" Aluminum heat spreads all over the utensil without overheating in spots. Less chance of burning and waste. Your output is uniformly good.

because ALUMINUM HEATS QUICKLY

Nature made Aluminum one of the speediest heat conductors. This means you can cook more quickly in Aluminum... save on fuel.

because ALUMINUM SAVES MONEY

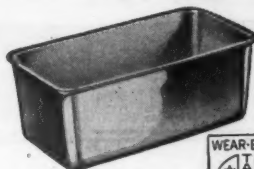
You save fuel, save time, save food spoilage when you cook in Aluminum. That means cash in your pocket. Hard, strong "Wear-Ever" Aluminum stands years of hard use. No tinning, another cash saving.

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Then, natural casings are highly "flexible"...they cling tightly to the sausage meat, giving it a fresh appearance and well-filled contour at all times. And, last but not least, they are naturally fine protectors of the product's juicy tenderness.

There's no denying that these are all qualities that make for bigger sales. You can reap their benefits...order Natural Casings from your local Armour Branch House—today.

ARMOUR'S NATURAL CASINGS

ARMOUR and COMPANY · CHICAGO

THE NATIONAL PROVISIONER

SEPTEMBER 9, 1939

*The Magazine of the Meat
Packing and Allied Industries*

How Will WAR Affect the Packer?

EUROPE is at war. The United States is neutral, and France and Britain have enormous resources in this country with which they can buy food and certain other supplies here and carry them home in their own ships. How will all this affect the meat packing industry during the coming months and years?

It is too early to be certain of the effect, but there are a few basic facts which every packer should keep in mind if he desires to operate a profitable business and not be left "holding the bag."

Those in the industry who were operating during the world war remember the heavy demand on this country for food for the allied armies and the civilian populations as the war progressed. They also remember the situation prevailing at the close of the war and the difficult adjustments which livestock producers and meat packers had to make.

Demand May Offset Increased Supply

The industry again looks to the possibility of a demand similar to that of the war years—a demand which may prove to be the outlet needed for surpluses in lard, pork and cottonseed oil when the fall and winter hog run begins in earnest.

England's sources of supply from Eastern Europe will be restricted even if Italy remains neutral so that it is possible to ship through the Mediterranean. At best, there will be interruption in the shipment of product from most European areas to England and in the supply of vegetable fats and oils from Africa and the Far East. Britain and France can look to the British overseas dominions, as well as Argentina, Uruguay, Brazil and other South American countries, for

Domestic and Foreign Prospects Better, but Conservatism Needed

beef, mutton, hides and skins, but they must depend on Canada, Denmark and the United States for the bulk of their pork and lard.

If there is a long, drawn-out war, there will probably be plenty of demand for meats and fats. If the war should be

of short duration, the countries soon would settle back into their normal channels of supply.

So much for the export situation at the present time. Probably the most encouraging factor in the immediate outlook for the meat packing industry is the possibility of broader domestic demand for meat and lard. Wherever business in this country is stimulated by war needs, employment is sure to expand and consumer buying power will increase.

Domestic Prospects Brighter

Increase and broadening of the government cotton loan will put more money for food into circulation in the South. Employment in the heavy industries, which has lagged for years, gives promise of improvement which will stimulate demand for meat.

Termination of imports of pork products from Poland and other European countries should increase demand for American pork at home.

It appears that the domestic economic tempo may be speeded up in many directions. Processors of meat and fats find this one of the most encouraging phases of the present situation as far as their outlets are concerned. It is probable that importation of foreign vegetable oils will be more difficult and costly, thus increasing demand for domestic fats and oils.

The meat packer can look to these developments for im-

(Continued on page 35.)

1939 and 1914-18

FACTS and figures on the situation in the meat industry at the outbreak of the war are given on the next two pages. Charts and tables show the trend in meat exports and prices during the World War. A statement by Secretary of Agriculture Wallace will also be found on these pages.

War Effect on Industry

Wallace Urges Caution

URGING American farmers to disregard the European war in planning production of livestock, grains and other farm commodities, Secretary of Agriculture Wallace this week pointed out that there is little likelihood that an immediate increase in major crops will be desirable in view of present conditions.

"American agriculture is in a better position to meet the shock of war than it was 25 years ago," he declared. "As we have kept pointing out, the very machinery which farmers have used to adjust production to increased demand in peacetime can be used in wartime to increase production if and when that becomes desirable.

"Some farmers, remembering high wartime prices, may wish to discontinue cooperation in their farm programs in order to expand the acreage of wheat and other crops. I would remind them that the average prices of wheat, corn, hogs and beef were lower a year after the World War started than they were in 1914.

May Not Repeat 1914

"The course of prices for the months just ahead may not follow the pattern of 1914 and 1915. But present supplies of cotton, wheat, corn, meat animals, and many other commodities are large. There is little likelihood that any substantial increase in production of the major crops will be desirable, certainly not in the immediate future. In any case the need for increases in supplies can be anticipated in ample time to make any necessary increases in acreages. The production of large quantities of agricultural commodities for which there is no satisfactory market could

prove just as demoralizing in wartime as in peacetime."

Reminding farmers that loans are available to prevent price collapses, Secretary Wallace stated that this year's wheat carryover is estimated at (Continued on page 35.)

War Expected to Cut Pork Imports

IMPORTATION of pork products from Poland and other countries of Northern Europe is expected to decrease sharply as a result of the war. Not only will the major supplier, Poland, be unable to send pork to the United States, but shipment from other countries will be hazardous and their products will probably be diverted to nearer markets.

While imports of pork into the United States have never been large in relation to domestic production, about 74,831,000 lbs. of foreign pork was received in 1937 and 52,383,000 lbs. in 1938. A total of 31,869,000 lbs. was imported in the first seven months of this year compared with 33,084,000 lbs. in the like period last year. In 1938 pork imports were about 1.08 per cent of pork production under federal inspection.

Imports of pork products from Poland during 1938 and the first six months of 1939 were as follows:

	1938, lbs.	6 mos. 1939, lbs.
Hams in tins.....	26,640,153	15,609,613
Picnics in tins.....	2,680,606	2,155,701
Other meats.....	3,674,687	1,626,019
Total.....	32,995,446	19,450,423

Polish meat products won a place in the American meat market during the drought and the AAA production curtailment program and have held it ever since. It is expected that termination of these imports will stimulate further the production of mild-cured, tender hams in this country.

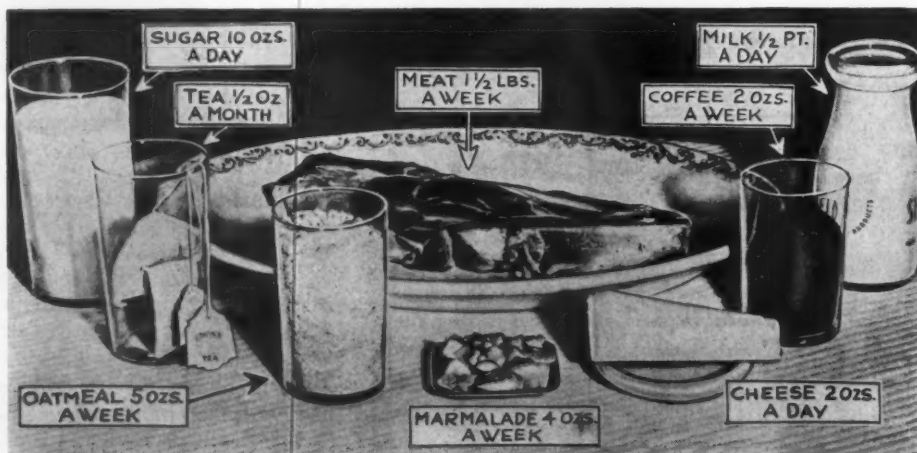
Hog and Product Prices Up 2 to 5c

WAR activities in Europe which began in earnest this week were reflected immediately in the livestock and meat markets in the United States. In the belief that meats and fats are commodities which may be in early demand for both civilian and military consumption, prices began to pyramid.

Immediate effects were marked. Top and average prices of hogs at Chicago on Wednesday, September 6, were \$2.40 higher than on the same day a week earlier. This rise, which occurred in two days, was reflected in prices of principal meat cuts, lard, sausage materials and tallows and greases. The advance in cattle and sheep prices was less spectacular than in hogs, although these prices showed marked increases.

Prices of pork, lard, etc., at Chicago on September 6, compared with those of August 30, as reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE, were as follows:

	Sept. 6, 1939, cents	Aug. 30, 1939, cents	Increase cents
Hogs—			
Top.....	\$9.40	\$7.00	\$2.40
Average.....	8.50	6.10	2.40
Fresh Pork Loin—			
8-10.....	26	22	4
10-12.....	26	21	5
16-22.....	19	14½	4½
Boston Butts.....	19	15½	3½
Boneless Butts.....	24	19	5
Regular Hams—			
Light averages.....	17	14½	2½
Green Skinned Hams—			
Light averages.....	19½	17	2½
20-22.....	15½	12½	3
Picnics, 4-6, 6-8.....	14	11	3
Light Seedless Bellies.....	13	11	2
Heavy Seedless Bellies.....	10½	8	2½
Dry Salt Meats—			
10-12 fat backs.....	7½	6	1½
18-20 fat backs.....	9	6½	2½
20-25 bellies.....	8½	5½	3
Jowls, butts, etc.....	up approximately 2c per lb.		
Lard—			
Cash.....	8.25ax	5.65 n	2.60
Loose.....	8.75a	5.60ax	3.15
Raw leaf.....	8.75	5.50	3.25
Sausage Materials—			
Regular pork trimgs.....	11	9½	1½
Boning cattle.....	up 2 to 3½c		
Tallows and Greases—			
Edible tallow.....	6½	4½	2
Prime packers.....	5½	4½	1
Choice white grease.....	6	4½	1½
Brown grease.....	4½	3½	1



REICH RATIONS

Here is an artist's idea of rations permissible in Germany under the food restrictions issued just prior to Germany's invasion of Poland. One and one-half pounds of meat is a week's supply and is supplemented with half a pint of milk a day and 2 oz. of cheese.

Current Livestock Advance Unlike 1914

THE first market day following the outbreak of major war in Europe brought a sharp advance in livestock prices and the upturn was continuing at midweek. The hog top at Chicago climbed wildly to \$9.40 on Wednesday compared with \$6.95 last Friday and Wednesday's prices were generally \$1.75 to \$2.75 over those of September 1. Fat lambs gained 65c in Tuesday's trading with the top at \$10.00 and beef steers were mostly 35 to 50c higher with some selling at \$11.10.

Behavior of the livestock markets during the opening war days was in direct contrast to the price movement in the first days of the World War in 1914. Livestock prices then moved within a narrow range and the average hog price for August, 1914, at \$9.00 was only 30c higher than in July. Livestock prices declined during the closing months of 1914. The following table shows monthly average prices at Chicago, as compiled by the Chicago Daily Drovers Journal, for the last six months of 1914:

	July*	Aug.	Sept.	Oct.	Nov.	Dec.
Hogs	\$8.70	\$9.00	\$8.85	\$7.65	\$7.50	\$7.10
Cattle	8.80	9.10	9.35	9.05	8.80	8.35
Lambs	8.45	8.15	7.80	7.60	8.75	8.30

*Month before war started.

Cattle and hog prices were generally lower in 1915 than in the preceding year and it was not until the spring of 1916 that a sustained price advance began. The gain was steady thereafter, with hogs going to highs of \$20.00 in 1917, \$20.95 in 1918 and \$23.60 in 1919. The latter figure was the highest on record. New high tops for cattle and lambs were also set during the period of American participation in the World War; the high for beef steers was \$21.50 in 1919 and for lambs was \$22.10 in 1918.

1914 Slaughter Smaller

Federally inspected slaughter of cattle, hogs and sheep was smaller in 1914 than in 1913; slaughter of hogs and cattle then turned upward slowly. Hog kill was particularly large in 1916, 1918 and 1919, while cattle slaughter was greatest in 1917 and 1918. Slaughter of sheep and lambs declined through the war period.

The following table shows federally inspected slaughter during the World War period, 1937, 1938 and the 1939 calendar year through July:

	Hogs.	Cattle.	Sheep.
1913	34,199,000	6,978,000	14,406,000
1914	32,532,000	6,757,000	14,229,000
1915	38,381,000	7,153,000	12,212,000
1916	43,084,000	8,310,000	11,941,000
1917	33,910,000	10,350,000	9,345,000
1918	41,214,000	11,329,000	10,320,000
1919	41,812,000	10,091,000	12,691,000
1937	31,642,000	10,070,000	17,270,000
1938	36,198,000	9,778,000	18,060,000
1939 (7 mos.)	22,473,000	5,239,000	9,706,000

WARTIME PORK EXPORTS

While a considerable part of increased exports of pork and lard from the United States during the World War years went to the three allied countries, Great Britain, France and Italy, shipments to other countries were also much greater. The following table shows U. S. pork and lard exports during pre-war and war years to the three allied and other countries:

	Britain, Italy and France pork and lard lbs.	Other Countries pork and lard lbs.
1910-14 avg.*	489,343,000	423,682,000
1914*	479,358,000	442,560,000
1915*	679,531,000	426,649,000
1916*	964,597,000	495,036,000
1917*	970,100,000	529,560,000
1918†	1,863,328,000	387,370,000
1919†	1,571,054,000	1,066,581,000

*Fiscal years.

†Calendar years.

In 1938 exports of U. S. lard to all countries totalled only 205,000,000 lbs., of which 124,800,000 lbs. was purchased by Great Britain. Exports of lard in the first seven months of 1939 were 166,000,000 lbs. Total pork exports in 1938 were 102,800,000 lbs. and in the first seven months of 1939 were 83,770,000 lbs.

LESS MEAT CONSUMED

There was a decline in per capita consumption of meats in the United States during the World War period, but at its lowest consumption was considerably in excess of that reported for recent years. Per capita consumption of meats and lard in the United States from 1910 through 1919, and consumption in the past three years was as follows, as reported by the U. S. Department of Agriculture:

Year.	Beef, lbs.	Veal, lbs.	Lamb & mutton, lbs.	Pork, lbs.	Lard, lbs.
1910	70.6	7.2	6.4	62.4	12.4
1911	68.7	7.1	7.4	60.2	12.0
1912	64.8	7.0	7.7	60.8	11.4
1913	63.8	6.3	7.3	67.4	10.9
1914	62.8	5.8	7.2	65.9	10.9
1915	57.4	6.0	6.2	67.3	11.8
1916	59.9	6.5	5.9	69.8	12.0
1917	65.5	7.3	4.5	59.6	10.5
1918	69.2	7.4	4.8	61.6	12.3
1919	61.7	7.8	5.7	63.9	11.0
Current Consumption					
1936	58.6	8.4	6.7	55.4	11.2
1937	54.8	8.3	6.7	55.5	10.6
1938	54.0	7.4	6.9	57.1	11.3

BRITISH PROVISION PRICES

Following quotations on provisions represent prices established by the National Food Defense Committee of Great Britain and will hold until further notice:

Hams, 12/16 American short cut, 94s; 12/18 Canadian short cut, 98s; bacon, 55/65 American Wiltshires, 83s; lard, prime western steam, 40s; American refined lard boxed, 42s6d.

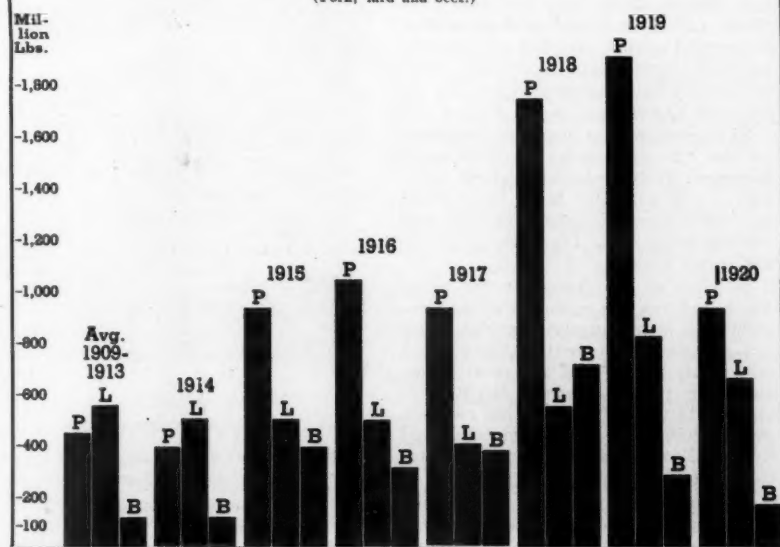
The Liverpool market has been closed this week. Last prices, those of September 2, were: Wiltshires, 83s; Cumberlands, 69s; A.C. hams, 84s; Canadian hams, 98s; English bellies, 58s; spot lard, 39s.

GERMAN CELLULOSE CASINGS

Growing use in Germany of transparent cellulose casings as a substitute for natural animal casings is reported by the U. S. Department of Commerce. Domestic production of the artificial casings, it is stated, has decreased Germany's imports of animal casings considerably. In previous years, the country has had to import extensive quantities of animal casings because too few cattle were slaughtered in the Reich to satisfy casing demand.

Meat and Lard Exports in War Years

(Pork, lard and beef.)



Plans for Convention Move at Swift Pace

WITH the thirty-fourth annual convention of the Institute of American Meat Packers a little over a month away, the Institute is nearing completion of one of the best rounded and most interesting of convention programs. The convention will be held in Chicago at the Drake Hotel on October 20 to 24.

Prominent speakers from within and without the industry will discuss many subjects of timely interest at the regular sessions, to be held on October 23 and 24. In addition, there will be discussions of livestock, the general business situation and outlook, the prospect for the meat packing industry, the merchandising of meat products, and other subjects related to the livestock and meat industry. A series of sectional meetings covering current operating and technical problems will be held on Friday and Saturday, October 20 and 21, preceding the regular sessions.

Dinner Dance on Monday

For the gayer side of the convention, a dinner dance and entertainment at the Drake has been planned for Monday evening, October 23. Entertainment will consist of the regular Drake Hotel floor show with music provided by a well-known, popular orchestra. The annual dinner will take place at the Palmer House on Tuesday evening, October 24.

New and interesting displays of packinghouse equipment and supplies will be shown throughout the period of the convention in the Tower and French rooms of the Drake.

FROM COUNTER TO CUSTOMER

Opening the season's schedule on September 6 with meetings at Erie, Pa., and Duluth, Minn., the National Live Stock and Meat Board announces that during September, October and November its specialists will conduct meat merchandising demonstrations in 35 cities of 13 states.

The program this year will be known as the "From Counter to Customer" program. It is designed to drive home timely and practical facts about meat to retail meat dealers, business and professional men, teachers, students and other groups.

In view of the fact that the retail meat dealer is the salesman of the livestock and meat industry, special stress is being placed on the programs which will reach the men of the meat trade. In setting up the program, the Board's specialists were guided by the reaction of retailers to the program conducted by the Board last year in 231 cities throughout the country.

Votes taken at those meetings showed that meat cutting and salesmanship were especially popular subjects among

retailer audiences. Attention will also be given to sales-stimulating displays, modern meat cookery methods, pricing retail cuts, food value of meat, meat carving and other topics of interest and help to the retailer, in addition to the other subjects.

The program, as presented before students in high schools and colleges, will supplement the school curriculum with practical information about a food product around which the average family builds its daily meals. The Board believes that this information will have value in years to come when the students have homes of their own and are interested in the dollar and cents value, when making their own food purchases.

Using charts and other display material, the Board's specialists will explain how the spotlight of science has been turned on meat, bringing out new and valuable discoveries. They will model modern meat cuts and show the utilization of these cuts in everyday meals. The latest facts about meat as a source of the essential food elements will be explained.

In short, the Board's "From Counter to Customer" program will show that there is a real human interest story behind the steaks, chops, roasts and stews served daily on America's tables and that story will be presented in an interesting, entertaining and instructive manner in the Board's program.

CONVENTION Number

COMPLETE official report of the 34th annual convention of the Institute of American Meat Packers, including proceedings, description of exhibits and other events—fully illustrated—will appear in the Official Packers' Convention Number of THE NATIONAL PROVISIONER following the convention.

Extra copies of this Packers' Convention Number must be ordered in advance. Price, single copies, 75c each. Five copies or more, 50c each.

Fill out and return coupon below if extra copies are desired.

The National Provisioner
407 So. Dearborn St., Chicago.

Please send me, postpaid, copies of the Official Packers' Convention Number of THE NATIONAL PROVISIONER.

Name

Street

City

Remittance enclosed.

NEW WILSON LARD CONTAINER

A revolutionary double-sealed lard container was announced by Wilson & Co. in Chicago newspapers on September 7, in a full-page advertisement of the company's new Certified pure lard.

Four-sided, the container is wider at the top than at the base, and is sealed with a removable lid and an additional inner seal. "Your own hands," the advertisement pointed out, "are first to break the sanitary inside seal."

Advantages claimed for the new container include absence of leakage, absence of waste, and the fact that the lard may be scooped out conveniently with a spoon. "Human hands never touch Wilson's Certified pure lard during processing," the advertisement stated. "Machines pack it in the new sanitary double-sealed container. Machines seal it twice for double protection. Neither dirt, dust, 'specks' nor odors can reach it."

In addition to a large illustration of the new package, supplemented by smaller drawings to indicate features of the container, the advertisement contained a statement on the package by George Rector, food consultant of the company, and text and illustrations pointing out the superiority of the new lard as a shortening agent.

NEW BACON SERVING METHOD

A new and different method of preparing and serving bacon—finger bacon—is featured in a new leaflet offered to members of the Institute of American Meat Packers. Finger bacon, as the leaflet points out, can be served and eaten like potato chips. It is a bacon dish which can be served at every meal.

In addition to finger bacon, this four-page leaflet also describes how other bacon dishes can be prepared economically and satisfactorily. It offers an opportunity for meat packers to arouse greater consumer interest in bacon by pointing out to them that bacon is an economical meat product at the present time and can be served in many ways.

Printed in two bright colors—brown and orange—the booklet has been designed to catch the consumer's eye. It can be imprinted with the firm name, address, and slogan of companies purchasing a quantity. Prices of the leaflet will depend on aggregate quantity of copies ordered. The following rates are per thousand copies:

Five hundred thousand copies, \$3.00; 250,000 copies, \$3.50; 100,000 copies, \$4.75; 50,000 copies, \$6.65; 25,000 copies, \$9.50; 10,000 copies, \$16.25 per thousand.

PACKERS ARE MODERNIZING

Addition of second floor to office building and expansion of cooling facilities are planned by Peter Eckrich & Sons, Ft. Wayne, Ind. Projects will cost an estimated \$40,000.



MAGNITUDE of the Christmas market and the opportunity for packers and sausage manufacturers to dispose of a large volume of product during the holiday season were pointed out in *THE NATIONAL PROVISIONER* of August 12. Among the pertinent facts presented at that time were the following:

1.—The Christmas market is a large one, totaling somewhere in the neighborhood of one billion dollars.

2.—The majority of shoppers do not plan their purchases in advance. Every product in the store, therefore, has a chance to win a sale.

3.—Christmas shoppers cram all their buying into the two weeks prior to December 25. This means that packers attempting to tap the gift market must make their products look like gifts.

4.—During the holiday season, larders are stocked as at no other time during the year.

5.—During low income years, practical gifts are preferred. This gives meat products even more of a sales opportunity than in prosperous times.

Sales Opportunities

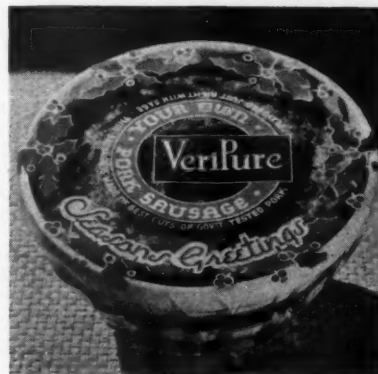
From the foregoing it would seem that packers have two main opportunities for large Christmas volume—the sale of meat products for gift giving and the sale of meat products for holiday consumption in the home. This may be “old stuff.” The extent of the Christmas market may have been long realized by packers, but the important thing is that Christmas business does not come easily. Christmas business must be sought whole-heartedly and intelligently with a well planned program. Here's why.

As stores take on holiday trappings and the public begins to think of Christmas, the holiday spirit grows like an avalanche. People are attracted to those things which radiate holiday atmosphere in their dress. Progressive manufacturers know this, and retail stores blos-

Christmas Package Must Be an Impulse Seller

som forth with shelves and counters of attractively-packaged merchandise.

This array of products in holiday dress represents the stiffest kind of competition. Shoppers are in the store with money to spend. They are holiday minded, but can afford to select only so many items. The packages must sell



HOLIDAY DRESS FOR A POPULAR PRODUCT

Country style pork sausage, a good seller at all times, is especially popular at Christmas when packed in a bowl and dressed with an eye-appealing transparent cellulose cover. (Photo Du Pont Cellophane.)

themselves as the crowded stores allow no space for signs or time for lengthy sales talks. Will meat be selected?

Every item on sale at Christmas is in competition with meat—foods in particular, of course, but other items also. The question is: How large a percentage of the billion dollars spent at Christmas can the meat packer obtain? Will the packer present his products attractively enough to be considered, or will the housewife pass them by without even giving them attention?

The packer can design his packages and gear his promotion program to a number of markets. There is the family-to-family gift market. A tender ham, a slab of bacon or a choice bird fit into this picture very well. Practical, timely and good tasting, such presents will unquestionably please the recipient if they look like gifts. They must be suggested to the public, however, since people are not likely to think of them with so many other items fighting for attention.

Christmas Markets

Then there is the employee gift market. Many employers distribute presents to employees each year at Christmas. Food is often given because it has practical value, but the item selected must look like Christmas.

Here is another natural for meat. Food baskets are distributed by organizations at Christmas time in all sections of the country. There is always the problem of removing the implication of charity from the donation. A selection of foods in attractive Christmas packages will do this nicely as it will look more like a present and less like a basket of groceries.

A combination of these markets represents a nice slice of business, but real volume can be built by directing sales efforts to the home market. Certain fundamental principles must be kept in mind. The housewife enters the retail meat store, combination market,

(Continued on page 43.)

BROWN *Announces*



ADVANCED DESIGN

**Assures
Accurate Measurement
with Simplicity**

MODERN RECTANGULAR CASE

Styled by HENRY DREYFUSS

Designer of the "Twentieth Century Limited"

a New Thermometer

With justifiable pride The Brown Instrument Company presents the latest development in temperature and pressure recorders, indicators and controllers.

These new temperature and pressure instruments are entirely new inside as well as out. Advanced design of the operating mechanisms provides a new conception of *accurate measurement with simplicity*—the result of years of research and field testing under actual operating conditions by Brown Engineers.

The classic, simple lines of the modern streamlined case—styled by Henry Dreyfuss, designer of the "Twentieth Century Limited"—give added beauty and distinction to practical and serviceable instruments.

For modern panel mounting they blend with the panel surface and surrounding instruments to provide the much-wanted flush appearance.

Available with mercury, vapor or gas-actuated thermal systems—built to withstand vibration, shock and over-range temperatures.

Advanced Design Embodies:

SPIRAL ACTUATING ELEMENTS: Powerful, flat spiral, ample torque, especially heat-treated to insure permanent calibration. Have exceptional over-range capacity.

OVERLOAD SAFEGUARD: A special safety link between actuating element and pen arm contains a two-way spring overload release which also protects the mechanism from damage if the pen is moved in either direction manually.

PEN ARM: Stainless steel, 8" long, ribbed reinforcement, permits pen travel of $4\frac{3}{4}$ ".

RESILIENT MOUNTING: A rigid, flat sub-plate with 3-point, resilient suspension mounting carries all moving parts. Insures permanent alignment.

CHART DRIVE: Chart is firmly secured to driving mechanism by tapered hub and tapered chart positioning stud. Charts are punched to correspond with tapered studs on driving hub.

AUTOMATIC CHART TIMING: Charts when renewed are automatically in time; as the tapered position stud is in effect the hour hand of the electric clock.

ADAPTOR BLOCK: Designed to permit easy removal of actuating element.

TERMINAL BLOCK: Moulded Bakelite with screw terminals.

RECTANGULAR CASE: Die-cast aluminum, dust and moisture-proof. Permits flush or front-of-board mounting.

The above-mentioned features are but a few of the many new developments found in the new Brown Thermometer and Pressure Recorders

For full details write The Brown Instrument Company, a division of Minneapolis-Honeywell Regulator Co., 4445 Wayne Avenue, Philadelphia, Pa. Offices in all principal cities. Toronto, Canada: 117 Peter St. . . . Amsterdam-C, Holland: Wijdesteeg 4. . . . England: Wadsworth Road, Perivale, Greenford, Middlesex. . . . Stockholm, 16, Sweden: Nybrokajen, 7.

BROWN THERMOMETERS AND PRESSURE GAUGES

Accurate Measurement with Simplicity

for the trade

White Pigs Feet

Pigs feet do not discolor when they are handled properly and there is no need for bleaching them. An Eastern processor writes:

Editor THE NATIONAL PROVISIONER:

I am anxious to find a method of bleaching pigs feet since mine are dark. I would like to have instructions for putting out nice white pigs feet.

Smaller producers sometimes find difficulty in producing nice white pigs feet, but this is entirely possible, regardless of the size of the plant or the number of feet available for processing. This inquirer wants to know how to "bleach" pigs feet. If feet are properly handled they are nice and white and call for no bleaching operations.

Feet should be handled promptly, as soon as they are removed from the carcass. If they cannot be handled at once, they should be put in the cooler and taken care of as soon as possible.

SCALDING.—Scald the feet for 10 to 15 minutes in water having a temperature of 130 to 140 degs. F. Then pull the toes and shave. As soon as the feet are cleaned they should be put in ice water at a temperature of 45 degs. F. or lower. They are then drained, spread in a single layer on racks in the cooler at a temperature of 32 to 36 degs. F., and left in the cooler over night.

It is good practice to keep the feet out of water as much as possible after scalding. They must be dipped in water as they are being cleaned to wash off the hair, and if some feet are held while the others are being cleaned, they should be held in ice water. Keep them out of water except for these steps.

Some packers cook and cure pigs feet as follows:

COOKING.—Put the freshly cleaned feet, of as nearly uniform size as possible, into a clean cook box with a false bottom. Spread evenly, add cold water to cover and raise the temperature gradually to the boiling point. Skim off all floating grease and sediment. Allow the feet to boil for a few minutes. Turn off the steam, put the lid down and hold at a temperature of 180 degs. for approximately three hours. The feet should then be tender.

Turn cold water into the box and allow the feet to chill. Feet should not be touched during cooking, or until they are thoroughly chilled, in order to avoid breaking the skin. After chilling, take feet out of cook box, chill, split and place in vinegar pickle. A little saltpeter should be added to the cook water and to the vinegar pickle, also salt to taste.

It is important that large feet be cooked separately as it will take longer

for them to become tender than medium-sized feet. Large feet may require longer than 3 hours in the cook box.

Pigs feet handled in this way should make a nice attractive looking product.

Sometimes pigs feet discolor because they have been overcured before cooking, or because they have been cured in too strong pickle, or at too high temperatures. This inquirer does not state how he handles his product so that it is difficult to give him specific suggestions for overcoming his unsatisfactory results.

PROPER PICNIC TRIMMING

Care must be used in trimming picnics or the lip or butt may drop in smoking. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

I recently saw some picnics in a packer's plant which came out of smoke in very poor condition because they had not been handled properly. I think it might be worthwhile to suggest that packers watch their trim on this cut if they want to get top-grade product.

Picnics must be trimmed carefully to avoid this difficulty. On cellar-trimmed picnics, neck side should be cut to touch fat streak between first and second small side muscles, but should not be cut into second muscle. If this connective tissue is cut through, it permits butt to drop in smoke and detracts from appearance of the finished product. It also results in loss of difference between value of picnic and value of excess trimmings removed.

Corner should be rounded neatly and the lip beveled just far enough to prevent it from dropping in smoke. The cut is made deep enough to bevel the fat streak just under the top muscle without cutting into it. When trimming

the lip, picnic should be placed on its side with butt toward trimmer and lip to right. In this way the lip can be cut off at just the right angle with no loss from excessive trimming.

The collar is rounded at the top without cutting off too much lean meat. Blood clots should be removed from face of picnic.

FAT LOSS FROM SAUSAGE

A sausage manufacturer has been having trouble with fat running from his smoked pork sausage in the smokehouse. He writes:

Editor THE NATIONAL PROVISIONER:

We have been making a nice smoked pork sausage but find that our product is pretty smeary. We have tried to reduce the smoking temperature to around 105 degs., although we would rather hold it at 110 to 115 degs., but even at this temperature we get some fat loss. How can we remedy this condition?

This inquirer may find it possible to stop excessive fat rendering by taking one or more of the following steps:

1.—Reduce his smoking temperature to 85 to 90 degs. and give his sausage a longer smoke. Some processors use such a temperature. There will almost certainly be some fat loss if sausage is smoked at a temperature over 100 degs. as fat in chopped meat begins to render out above this point.

2.—Grind the meat more coarsely. Grinding through the ¼-in. plate has been found satisfactory for this type of sausage.

3.—Include more lean and less fat pork in his formula. Proportion of lean should not be less than 75 per cent and some processors use 85 per cent lean pork.

THAWING BEEF HAMS

Because production of beef hams sometimes exceeds the demand, packers freeze and store them until they wish to cure and dry the beef. A Midwestern packer wants to know how the frozen hams should be thawed. He writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us how to thaw out frozen beef hams?

The frozen beef hams are placed in weak brine of 15 degs. salometer which is heated to a temperature of 106 degs. F. They are left in this brine for about 12 hours. The warm brine thaws out the beef and brings its temperature up to about 34 degs. The hams can then be cured.

Some packers cure their surplus hams and then backpack and freeze hams.

Coming Into
Wide Use

CHOP SUEY LOAF

Is appetizing, as well as convenient in preparation.

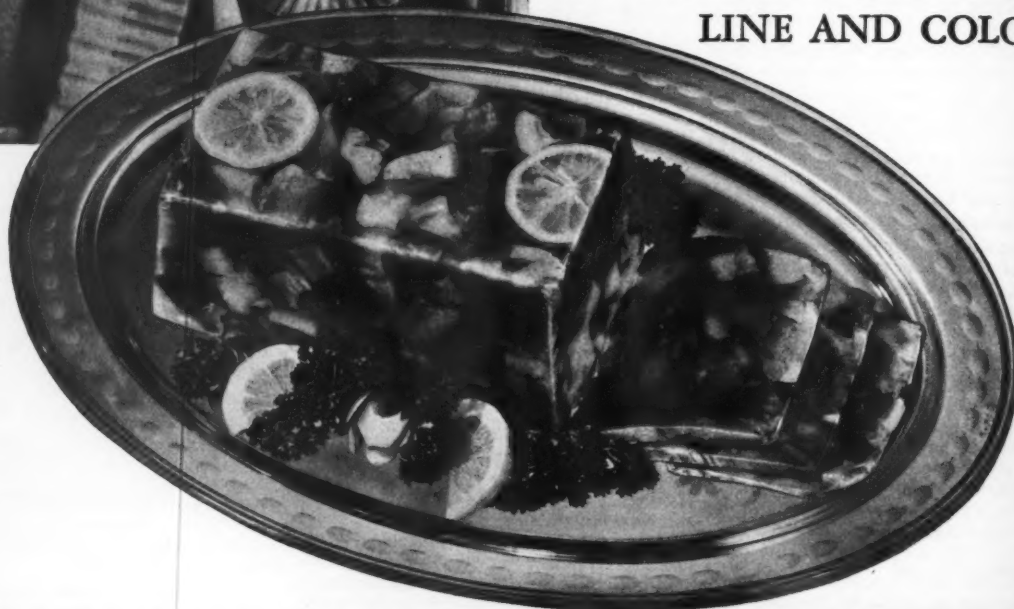
A formula for this increasingly popular loaf is available in a NATIONAL PROVISIONER reprint.

Send 10 cents in stamps for this reprint.



Beauty Revealed

... AND QUALITY
REFLECTED, IN BOTH
LINE AND COLOR



OF COURSE a *Tongue* has *beauty* and *color*. So has a fine *Souse* or a *Head Cheese*. And these fine qualities are clearly revealed in your jellied meats when Wilson's High Test Pure Food Gelatine is used—just as a flawless mirror reveals the charm of a lovely woman.

Wilson's "Spring Water Clear" Gelatine is a great asset to the sale of Jellied Goods. It has no superior in clarity, firm jelling and freedom from odor. And its high test strength assures best results *at lowest cost*.

Wilson's Gelatine conforms with all Federal and State Pure Food regulations and carries the endorsement of the Committee on Foods, American Medical Association. Write for free sample and quotations.

WILSON & CO.
Gelatine Dept.
U. S. Yards, Chicago, Ill.



Branches in all
principal cities

WILSON'S *High Test* PURE FOOD GELATINE



CLEAR AS SPRING WATER

The unretouched photograph above shows a convincing comparison of clarity. One glass contains Wilson's High Test, Pure Food Gelatine. The other contains Pure Spring Water.

Even the penetrating eye of a powerful camera lens reveals no difference. Both are clear as crystal and pure as the Lilies of the Valley. As a matter of fact, clearest, purest water is the "clarity standard" used in the processing of Wilson's High Test, Pure Food Gelatine.

A Page for the

BRIDGING THE SALES GAP Salesman is Vital Contact-Maker

By M. W. STULTS

IN ANALYZING the psychology of selling it is interesting to observe the parallel between the customer and the salesman. The buying habits of the average dealer are greatly influenced by the character of the salesman. His grievances with "the house," however, are almost negligible, and he either defends the salesman against his company or condemns the company for employing a man not to his fancy.

Down in his heart, the salesman takes the customer as a matter of course and assumes full responsibility for him individually. In calculating the general results, however, his analytical system functions under a more general psychology.

Salesman is the Bridge

The salesman is the bridge which carries the traffic in two directions. His success is dependent upon his ability to render a two-way service. He represents both the buyer and the seller and both are in business for profit. His position is one of most vital importance.

We condone our failure to sell many times because the buyer is "so very close" to our competitor. Yet we fail to recognize the importance of such procedure and apply it to our own activities. An "inquiring reporter" whom I know made fifty contacts with retailers of meat and groceries and asked them what kind of salesman they liked best. The result of this survey produced enough first-hand information to write a "best seller" on salesmanship.

Customer Knows Good Salesman

Contrary to average supposition, the lady who supports a crippled husband and keeps two children in school from the profits of a "spare bedroom" grocery store, recognizes the first essential of good salesmanship as clearly as does the manager of a super-store in the busy down-town.

The buyer does not get close to the salesman who tries to tell him how to run his business. He resents "being

told." He does appreciate the salesman who asks questions for the benefit of improving his knowledge of the retailer's problems.

Your customer recognizes good salesmanship, whether he expresses such reaction or not. He does not forget regular calls and the little things you do in the way of service and thoughtfulness. He appreciates the omission of price argument for an order whether he admits it or not. He likes the salesman who bridges the gap and renders a genuine service that is spontaneous and human.

Salesman's Biggest Problem

The University of Paris, France, voted to see who the student body would choose as the most popular man France had produced. The name of Napoleon was at the bottom of the list. The man selected by a large majority was a relatively obscure physician who in his research had discovered a germ, thereby contributing greatly to the health of the French people.

When you get close enough to your customer, he will drop little remarks about the other salesman that should indicate to you that the customer is influenced more by the character of the man who carries the order book than he is by any other thing. Earn his confidence and defend it at all cost.

Bridge the gap—your biggest problem is YOU.

SALES CONVENTION METHODS

Several features of the sales convention technique used by a well-known firm outside the meat packing field are of interest to packers and other business men because of their favorable results and general applicability. The conventions are staged annually, while the factory is shut down for repairs, and every effort is made to knit the scattered organization closely together by acquainting the field men with those whose duties are confined to work in the office.

Informality is attained by dividing the men into groups at tables, where each representative has an opportunity to discuss his sales and related problems with various executives. Salesmen do not serve merely as listeners, but take an active part in the discussions. The company has found that this method helps build interest in the firm and dispels misconceptions or grudges which may have developed in the field.

After completion of group discussions and personal interviews with company

executives, the last day of the convention is used as an open forum. This enables the representatives to "blow off steam" regarding the company and its policies. Many valuable ideas come to light during the forum session. A serious attitude is maintained throughout the convention, as there is much work to be accomplished, but one day is set aside for golf, swimming and other activities.

SPORTSMANSHIP IN SELLING

Selling is a game. The principles of success in both selling and athletics are the same. It is just as important for the top-notch salesman to keep himself in prime condition, play the game according to the rules, cooperate when necessary, and "hit the line hard" as it is for the star athlete who does his best to win but can face defeat with a smile and a handshake.

Basing his reasoning on these parallels between sports and selling, Jack McCord, former athlete and a salesman for the past 20 years, analyzes successful figures in the realm of sports and shows how their approach, attitude, aggressiveness and other qualities can be applied to successful selling in a new book, "Selling Is a Game." Mr. McCord's thorough knowledge of sports and sports history makes the volume interesting reading for both the salesman and the sports fan.

"Selling Is a Game," a new approach to the problems of salesmanship, is published at \$2 by Prentice-Hall, New York City.

SELLING MORE BACON

Any idea which helps the retail meat dealer sell more bacon at the present time also helps the meat packer. One metropolitan food dealer is now offering a 3-lb., six-package carton of sliced bacon to his customers at a lower price than if the bacon was purchased one-half or 1 lb. at a time. He points out that a family of three to four persons can use a 3-lb. carton within a relatively short time and that the bacon in its individual packages will keep well in the modern, efficient household refrigerator.

The packer salesman can pass this idea on to his dealers, showing them that they can afford to charge a little less for the 3-lb. package and still make a good profit while increasing their average sale. Bacon is a good meat for bulk sale since everyone in the family—from baby to grandfather—can eat it and likes it.

Up and Down

Thomas E. Wilson Named As Member of Wallace's Council for Agriculture

Thomas E. Wilson, chairman of the board of Wilson & Co. and a director and former chairman of the National Live Stock and Meat Board, has been named by Henry A. Wallace, Secretary of Agriculture, as one of the 28 members of the agricultural advisory council set up to assist in the formulation of agricultural policies as a result of the European war.

Mr. Wilson and Gerritt Vander Hooning, president of the National Association of Retail Grocers, were two of the four Chicago business men selected for membership in the advisory council.

Merion Packing Co., Inc.,

Opens New Plant in Bronx

Norman C. Plaatje, formerly connected with Frank M. Firor & Son, and well known in metropolitan New York meat circles, and Michael Quindazzi, owner of the Central Provision Company, substantial hog cutting firm of the Bronx, are now affiliated in a new enterprise under the name of Merion Packing Co., Inc., and are operating a two-story and basement plant at 455 Westchester ave., Bronx.

The Merion Company will specialize in the slicing and packaging of bacon and the manufacture of fresh pork

sausage and other provisions. The plant has been newly equipped with a large U. S. Slicer and conveyor table capable of handling 800 lbs. of sliced bacon per hour. Modern sausage manufacturing equipment has been installed in the basement.

Frankfurter Most Popular Meat of Americans, Swift Official Says in Address

Ever-widening public favor accorded the frankfurter has elevated it to the position of the most popular meat dish of the American people, F. C. Booth, head of the provision department of Swift & Company at the company's South Saint Paul, Minn., plant, declared in a recent address delivered before the Kiwanis Club there. Mr. Booth stated that the country's annual consumption of frankfurts averaged 35 for each man, woman and child.

As guest speaker before the club's weekly luncheon, Mr. Booth discussed the new process developed by Swift & Company for tendering frankfurter casings by means of pineapple juice, also explaining various phases of sausage manufacture and distribution.

Texas Wholesalers Boost

Locally Slaughtered Meats

As part of a campaign to bolster consumption of meats slaughtered in the San Angelo, Tex., region, wholesale butcher firms of that city are conduct-

ing a survey designed to show the amount of meat consumed there, amount shipped in, money expended by local butchers for livestock, amount of home slaughtered meats and other pertinent information.

The campaign was recently announced by Carl Wilson, representative of the five wholesale butchering firms in San Angelo. Participating firms include Wallace & Wilson, Culwell Bros., Bruce Fancher, Braden & Bubenik and J. Cory Snow.

Chicago News of Today

Oscar G. Mayer, president of the Chicago Association of Commerce and president of Oscar Mayer & Co., described the association's plans to promote Chicago business, before the Rotary Club of Chicago at a luncheon meeting in the Hotel Sherman on September 5.

Here are more billings of the Pete Smith educational short film, "Culinary Carving," in Chicago and suburbs: September 10 to 12—Bryn Mawr Theater, 1125 Bryn Mawr ave.; De Luxe, 1141 W. Wilson ave.; September 10 to 13—Will Rogers, 5635 W. Belmont ave.; September 12 to 14—Valencia, Evanston, Ill.; September 13 to 14—La Salle, 110 W. Madison ave.; Four Star, 2418 W. Madison ave.; September 14 to 16—Belpark, 3231 N. Cicero ave.; Cine, 2516 W. Devon ave.; September 15 to 16—Lakeside, 4730 N. Sheridan rd.; Convent Garden, 2653 N. Clark st.; Melrose, Melrose Park, Ill.

Richter's Food Products, Inc., is staging its King Kule Gala Day on September 13 at St. Andrew's Golf Course, for patrons served by the company. Golf, prizes and entertainment, with refreshments and sandwiches on the course and dinner in the evening, will round out the day, named in honor of the company's King Kule line of products.

Carl Eckel & Son Co., Inc., has been incorporated to deal in sausages and sandwich meat at 31 N. Ashland ave., Chicago. Incorporators are C. O. Eckel, O. Eckel and E. Eckel.

Vice president O. E. Jones of Swift & Company is being congratulated on the arrival of his first grandchild, Esther Jones Doughtie (named for her mother), daughter of Mr. and Mrs. Richard T. Doughtie of Memphis, Tenn. Mr. Doughtie is head of the Memphis office of "Cottonseed Review."

Packers in the Chicago area were engrossed this week in activity in the livestock and product markets. News of these developments will be found in the provision, fats and livestock market sections and pages 10 and 11.



HORMEL PLANT AS SEEN AT NIGHT

Mary Marget Butler, an employe of the Flavor-Sealed division of Geo. A. Hormel & Co., Austin, Minn., took this striking night photograph of the lake-mirrored Austin plant. An exposure time of five minutes was used in making the picture.

Countrywide News Notes

Cyrus K. Small is now associated with the Dreher Sausage Co., Inc., Columbia, S. C., packers and provisioners, as superintendent. Mr. Small has been associated for many years as a superintendent in the wholesale provision trade in Boston, Mass., South America, and more recently in Peoria, Ill. J. J. Wassall has been appointed sales manager of the company and Moe Richardson general plant superintendent.

H. M. Harper, veteran employe of Abraham Bros. Packing Co., Memphis, Tenn., died at a Memphis hospital on September 4. Mr. Harper, 52 years of age, was buried at Stephens, Ark., where he formerly resided.

Death of Philip B. Martin, veteran wholesale meat dealer of St. Louis, Mo., occurred recently following an appendectomy. Mr. Martin was 61 years of age.

Voluntary petition in bankruptcy has been filed by Karl Binmueller, Hollidaysburg, Pa., manufacturer of luncheon meats and provisions.

Favorable acceptance of its new line of Jim Dandy meat products, introduced a little more than a year ago, has necessitated an addition to the truck fleet of Omaha Packing Co., Lowell, Mass. The new truck, a 5-ton International, brings the company's number of transportation units to 11.

Columbia Sausage Co., Tacoma, Wash., recently added three new smokehouses to its plant and installed new sausage making machinery. Jim Rollag is proprietor of the plant.

Plans have been prepared for construction of a one-story building for use as a meat distributing plant at Los Angeles, Calif., for Safeway Stores.

Structure will be of masonry construction, providing 85,000 sq. ft. of insulated floor space.

New York News Notes

Vice president W. R. Grove, Wilson & Co., Chicago, was a visitor to New York during the past week.

E. L. Cleary, eastern district manager, John Morrell & Co., New York, is spending a week in Illinois visiting friends.

A meeting of the sales staff covering northern New Jersey and the metropolitan New York area of Kingan & Company was held on September 6 and was followed by a dinner at the Hotel Lincoln. Present were W. R. Sinclair, president, Howard C. Greer, vice president, and H. N. Hanum, assistant general sales manager, all from the company's headquarters at Indianapolis, Ind., and Edward F. Jackson, manager, Kingan Provision Company, New York, who served as chairman. J. H. Lombard, eastern division manager, Kingan & Company, Indianapolis, Ind., was also a visitor to New York during the Labor Day weekend holiday and then spent some time at Binghamton, Syracuse and Boston before returning to Indianapolis.

Announcement was made last week of the dissolution of the Bar-Mos Company and the formation of H. L. Barker, Incorporated. The new company is under the sole direction and operation of H. L. Barker, and will specialize in lard, shortenings, soybean oil, oleo oils, egg albumen, frozen eggs and similar products.

In the News 40 Years Ago

(From The National Provisioner, Sept. 9, 1890.)

Fire on Saturday morning last visited the Kansas City, Mo., plant of the Jacob Dold Packing Co. at 12:45 o'clock, and the firemen fought the flames until 6 o'clock before they had the blaze under control. The loss is estimated at from \$220,000 to \$500,000. Fully 1,000 dressed beeves, 2,500 dressed hogs, 200,000 lbs. of lard and tons of other fresh and preserved meats were destroyed or spoiled.

Idaho cattlemen recently brought into the Union Stockyards at Chicago 22,000 head of cattle and 15,000 head of sheep from different points in the state. There were ten dealers in the party and the prices they received were so high that they decided to take a trip to London!

Secretary of Agriculture James Wilson has issued an order modifying quarantine regulations so as to admit for export from Philadelphia, Baltimore and Newport News Canadian cattle and sheep shipped in bond, without inspection.

In the News 25 Years Ago

(From The National Provisioner, Sept. 12, 1914.)

Many inquiries have come to THE NATIONAL PROVISIONER since the beginning of the European war concerning various phases of trade affected by war conditions. Trade supplies obtained from abroad are naturally affected and there has been much speculation as to prospects for the future, especially as to spices and sugar, both used extensively in the provision trade. According to an eminent import statistician, our \$6,000,000 worth of spices come from lands not affected by the war and consequently should not cost us any more than usual. As to sugar, Germany being the greatest sugar producing and using country in the world, under present conditions we may accordingly expect prices of sugar to increase appreciably. This, in brief, is the situation at this time.

About one-third of the cattle hides treated in the leather manufacturing industries of this country five years ago were imported from other countries. In the meantime, the number of cattle on the farms and ranges of the United States has diminished, the consumption of hides has increased, and the present European war has affected the international trade in hides so that the industries that tan and otherwise treat cattle hides and use their leather are facing uncertainties in raw material supplies.

Word has just been received in this country that Dr. A. D. Melvin, Chief of the Bureau of Animal Industry of the U. S. Department of Agriculture, has been elected an honorary associate of the Royal College of Veterinary Surgeons of Great Britain.

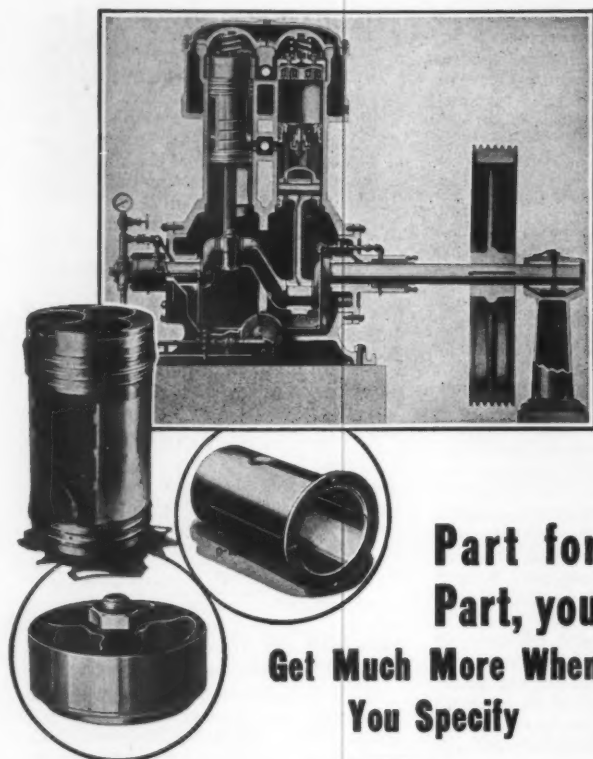
The Albert Lea Packing Co., Albert Lea, Minn., has begun work on the enlargement of its plant.

Bearish sentiment is very much in evidence throughout the whole list on the Chicago Board of Trade—grain, provisions and lard.



PICNICKING IN WASHINGTON'S PUGET SOUND AREA

Employees of the Federal Packing Co., Everett, Wash., and their families recently enjoyed their annual picnic at the summer home of B. L. Westmoreland, president of the firm. The company has been operating five years.



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LESSON 35

Refrigerating Piping Systems

PIPING is the backbone of the refrigeration system. Great care and ingenuity are exercised in its design and erection. Details considered relatively unimportant in steam and water line construction are of vital concern to the engineer in charge of refrigeration lines, for smooth operation of the entire plant depends upon correct installation of the piping system.

Although the original cost of a piping system is important, operating costs are low only when surfaces are generously proportioned, adequate strength is provided, secure anchorage is obtained, accessibility for inspection is planned and piping is made from high class materials. There is a correct type,

size, weight, and grade of piping for each class of ammonia and brine refrigeration service.

The typical meat packing plant refrigeration system has a multiplicity of connections, including ammonia liquid, gas, steam, water, air and brine. Pressures are not unduly high, but safety is paramount. Piping, valves and fittings must never give way under operating conditions. Liquid hammer, faulty support, continued vibration, rapid temperature changes and corrosion are some of the causes of failure. Piping maintenance and renewals comprise sixty-five per cent of the annual repair cost for the entire refrigeration plant.

Pressure in the ammonia gas and liquid lines, from compressor to expansion valve, should never exceed 200 lbs. per sq. in. Consequently, all piping, fittings and valves are designed to withstand a working pressure of 250 lbs. per sq. in. Lines should be straight and free from pockets, traps and abrupt bends. The low side is designed to withstand an operating pressure of 150 lbs. per sq. in., but all fittings on the low side are extra heavy.

Kinds of Pipe Used

Wrought iron, steel and alloy steel pipe are used. Wrought iron and alloy pipes are more expensive, but also more durable. Pipe especially selected for brine and ammonia refrigeration systems is specified as brine or ammonia quality. It has good working qualities, a uniform metallic structure and can be bent and coiled without opening or flat-

tening. It is ductile, takes clean threads and has uniform diameter and wall thickness. It has strength, can be welded and is smooth inside and out.

Freedom from surface scale and irregularities reduces pitting and corrosion. Scale is a particular source of annoyance in new installations. It causes unnecessary cleaning, pump-outs and expense. Scale will quickly block the fine mesh of liquid strainers, clog expansion valves, score cylinders and ruin compressor valves. Pipe scale lodged on the seat of a stop valve will prevent closing the valve tightly enough to make a complete shut-off.

Pipe Characteristics

Alloy and wrought pipes are particularly resistant to atmospheric corrosion resulting from acid and alkaline waters and brine sprays. Intermittent operation is highly favorable to this type of damage. Alternate thawing and freezing in cellars in which there is a salty atmosphere is conducive to rapid pitting and rusting.

Alloys of copper and chromium are corrosion resistant. Hot galvanizing offers sound protection, but most of the failures occur in exposed portion of thread where wall thickness is at a minimum. When threads are cut the galvanizing is damaged. Moisture repellent paint may be used to protect exposed threads and is efficient for a time. Some experiments have been made with the metalizing gun to protect exposed threads.

Relative strengths of butt and lap

Dimensions of Standard Pipe

Diameter			Thick- ness, in.	Circumference		Transverse areas			Length of pipe per sq. ft. of		Length of pipe contain- ing one cu. ft., ft.	Wt. per ft. of length, lbs.	No. of threads per in. of screw	Con- tents in gals. per ft. of length.	Wt. of water per ft. of length, lbs.
Nomi- nal, in.	Actual external, in.	Actual internal, in.		Exter- nal, in.	Inter- nal, in.	Exter- nal, sq. in.	Inter- nal, sq. in.	Metal, sq. in.	Exter- nal surface, ft.	Inter- nal surface, ft.					
1/8	.405	.27	.068	1.272	.848	.129	.0573	.0717	9.44	14.15	2513.	.241	27	.0006	.005
1/4	.54	.364	.088	1.696	1.144	.229	.1041	.1249	7.075	10.49	1383.3	.42	18	.0026	.021
3/8	.675	.494	.091	2.121	1.552	.358	.1917	.1663	5.657	7.73	751.2	.559	18	.0057	.047
1/2	.84	.623	.109	2.639	1.957	.554	.3048	.2492	4.547	6.13	472.4	.837	14	.0102	.085
5/8	1.05	.824	.113	3.299	2.589	.866	.5333	.3327	3.637	4.835	270.	1.115	14	.0230	.190
1	1.315	1.048	.134	4.131	3.292	1.358	.8626	.4954	2.904	3.645	166.9	1.668	11 1/2	.0408	.349
1 1/4	1.66	1.38	.14	5.215	4.335	2.164	1.496	.668	2.301	2.768	96.25	2.244	11 1/2	.0638	.527
1 1/2	1.9	1.611	.145	5.969	5.061	2.835	2.038	.797	2.01	2.371	70.66	2.678	11 1/2	.0918	.760
2	2.375	2.067	.154	7.461	6.494	4.43	3.356	1.074	1.608	1.848	42.91	3.609	11 1/2	.1632	1.356
2 1/2	2.875	2.468	.204	9.032	7.753	6.492	4.784	1.708	1.328	1.547	30.1	5.739	8	.2550	2.116
3	3.5	3.067	.217	10.996	9.636	9.621	7.388	2.243	1.091	1.245	19.5	7.556	8	.3673	3.049
3 1/2	4	3.548	.226	12.566	11.146	12.566	9.987	2.679	.955	1.077	14.57	9.001	8	.4998	4.153
4	4.5	4.026	.237	14.137	12.648	15.904	12.73	3.174	.849	.949	11.31	10.665	8	.6528	5.405
4 1/2	5	4.508	.246	15.708	14.162	19.635	15.961	3.674	.764	.848	9.02	12.34	8	.8263	6.851
5	5.563	5.045	.259	17.477	15.849	24.306	19.99	4.316	.687	.757	7.2	14.502	8	1.020	8.500
6	6.625	6.065	.28	20.813	19.054	34.472	28.888	5.584	.577	.63	4.98	18.762	8	1.469	12.312
7	7.625	7.023	.301	23.955	22.063	45.664	38.738	6.926	.501	.544	3.72	23.271	8	1.999	16.662
8	8.625	7.982	.322	27.096	25.076	58.426	50.04	8.386	.443	.478	2.88	28.177	8	2.611	21.750
9	9.625	8.937	.344	30.238	28.076	72.76	62.73	10.03	.397	.427	2.29	33.701	8	3.300	27.500
10	10.75	10.019	.366	33.772	31.477	90.763	78.839	11.924	.355	.382	1.82	40.065	8	4.081	34.000
11	12	11.25	.375	37.690	35.343	113.098	99.402	13.806	.318	.339	1.456	45.95	8	.....	.....
12	12.75	12	.375	40.085	37.7	127.677	113.098	14.579	.299	.319	1.27	48.985	8	.....	.....
14	14.25	13.25	.375	42.982	41.626	153.938	137.88	16.051	.273	.288	1.04	53.922	8	.....	.....
15	14.25	13.25	.375	47.124	44.768	176.715	159.485	17.23	.255	.268	.903	57.893	8	.....	.....
16	15.25	14.25	.375	50.265	47.909	201.062	182.655	18.407	.239	.250	.788	61.77	8	.....	.....
18	17.25	16.25	.375	56.549	54.192	254.47	233.706	20.764	.212	.221	.616	69.66	8	.....	.....
20	19.25	18.25	.375	62.832	60.476	314.16	291.04	23.12	.191	.198	.495	77.57	8	.....	.....
22	21.25	20.25	.375	69.115	66.759	380.134	354.657	25.477	.174	.179	.406	85.47	8	.....	.....
24	23.25	22.25	.375	75.398	73.042	452.39	424.558	27.832	.159	.164	.339	93.37	8	.....	.....

Dimensions of Extra Strong Wrought Iron and Steel Welded Pipe

Diameter			Thickness inches	Nearest Wire Gauge, Number	Circumference		Transverse Areas			Length of Pipe per Square Foot of		Nominal Weight per Foot, pounds
Nominal Internal, inches	Actual External, inches	Actual Internal, inches			External, inches	Internal, inches	External, sq. inches	Internal, sq. inches	Metal, sq. inches	External, Surface, feet	Internal, Surface, feet	
1/2	.405	.205	.1	12 1/2	1.272	.644	.129	.033	.086	9.433	18.632	.29
3/4	.54	.294	.123	11	1.696	.924	.229	.068	.161	7.075	12.986	.54
1	.675	.421	.127	10 1/2	2.121	1.323	.358	.139	.219	5.657	9.07	.74
1 1/4	.84	.542	.149	9	2.639	1.703	.554	.231	.323	4.547	7.046	1.09
1 1/2	1.05	.736	.157	8 1/2	3.299	2.312	.866	.452	.414	3.637	5.109	1.39
1 3/4	1.315	.951	.182	7	4.131	2.988	1.358	.71	.648	2.904	4.016	2.17
2	1.66	1.272	.194	6 1/2	5.215	3.996	2.164	1.271	.893	2.301	3.003	3.
2 1/4	1.9	1.494	.203	6	5.969	4.694	2.835	1.753	1.082	2.01	2.556	3.63
2 1/2	2.375	1.933	.221	5	7.461	6.073	4.43	2.935	1.495	1.608	1.975	5.02
2 3/4	2.875	2.315	.25	4	9.032	7.273	6.492	4.209	2.283	1.328	1.649	7.67
3	3.5	2.892	.304	3 1/2	10.996	9.085	9.621	6.569	3.052	1.091	1.328	10.25
3 1/2	4.	3.358	.321	3	12.566	10.549	12.566	8.536	3.71	.955	1.137	12.47
4	4.5	3.818	.341	2 1/2	14.137	11.995	15.904	11.449	4.455	.849	1.	14.97
5	5.563	4.813	.375	2	17.477	15.120	24.306	18.193	6.12	.687	.793	20.54
6	6.625	5.75	.437	1 1/2	20.813	18.064	34.742	25.967	8.505	.577	.664	28.58

DOUBLE EXTRA STRONG PIPE

Nominal Internal, inches	Actual External, inches	Actual Internal, inches	Thickness inches	Nearest Wire Gauge, Number	External, inches	Internal, inches	External, sq. inches	Internal, sq. inches	Metal, sq. inches	External, Surface, feet	Internal, Surface, feet	Nominal Weight per Foot, pounds
1/2	.84	.244	.298	1	2.639	.766	.554	.047	.507	4.547	15.667	1.7
3/4	1.05	.422	.314	1	3.299	1.326	.866	.139	.727	3.637	9.049	2.44
1	1.315	.587	.364	00	4.131	1.844	1.358	.271	1.087	2.904	6.508	3.65
1 1/4	1.66	.885	.388	00	5.215	2.78	2.164	.615	1.549	2.304	4.317	5.2
1 1/2	1.9	1.088	.406	000	5.969	3.418	2.835	.93	1.905	2.01	3.511	6.4
2	2.375	1.491	.442	0000	7.461	4.684	4.43	1.744	2.686	1.608	2.561	9.02
2 1/4	2.875	1.755	.560	3/4	9.032	5.513	6.492	2.419	4.073	1.328	2.176	13.68
3	3.5	2.284	.608	3/4	10.996	7.175	9.621	4.097	5.524	1.091	1.672	18.56
3 1/2	4.	2.716	.642	3/4 +	12.566	8.533	12.566	5.794	6.772	.955	1.406	22.75
4	4.5	3.136	.682	3/4	14.137	9.852	15.904	7.724	8.18	.849	1.217	27.48
5	5.563	4.063	.75	3/4	17.477	12.764	24.306	12.965	11.34	.687	.940	38.12
6	6.625	4.875	.875	3/4	20.813	15.315	34.742	18.666	15.896	.577	.784	53.11

seam pipe are given in the tables. Butt welded pipe is generally used for diameters up to and including 2 in. Lap weld is preferred for sizes over 2 in.

Vibration is always a source of danger because it eventually crystallizes metal in the pipe. It may be transmitted from supporting structure, or it may be caused by operation of compressor or action of the check valves. Pipe hangers are fabricated from angles, flats and rounds and are often tack welded to the pipe. One of the weakest points, from the standpoint of corrosion, is between hanger and pipe. Furthermore, slight movement between the two results in abrasion which accelerates rusting.

Hangers should be solidly secured and strongly designed, since they must support weight of pipe, its contents and, at times, a heavy load of snow and ice. Where ammonia suction lines are covered, saddles are placed outside pipe covering and welded to hanger.

Pipe hangers receive severe punishment since they are exposed to all types of weather. Not only should they be painted after erection but they should

also be examined annually and painted once every few years.

Ammonia pipe is connected by sweated soldered joints, welding and screwed fittings. The two latter methods are used to erect brine piping. Tight joints can be secured with both methods. The latter two are more commonly used and least expensive. However, the erection work must be done by experienced men.

EDITOR'S NOTE.—This discussion of refrigerating piping systems will be continued in Lesson 36.

FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand August 1, 1939, with comparisons:

	Aug. 1, 1939, M lbs.	Aug. 1, 1938, M lbs.	Aug. 1, 5-yr. av. 1934-38, M lbs.
Broilers	7,474	6,563	6,614
Fryers	2,468	2,009	1,875
Roasters	6,449	5,449	5,199
Fowls	12,591	9,039	9,579
Turkeys	14,210	8,633	10,870
Ducks	7,847	9,196	5,642
Miscellaneous	14,099	11,731	11,734
Total poultry	65,138	52,640	51,613

REFRIGERATION NOTES

H. H. Muller, Crookston, Minn., is making plans for erection of a new cold storage plant there.

Okanogan Growers Union, Brewster, Wash., will rebuild its warehouse and cold storage plant, recently destroyed by fire.

Plans for a refrigeration and icing plant to cost about \$25,000 are being given consideration by Charles J. Marks, Winchester Bay, Oregon.

LOCKER PLANT CONFERENCE

Operators of cold storage locker plants from various parts of Nebraska assembled at the College of Agriculture of the University of Nebraska, Lincoln, on August 23 and 24 for the first annual conference of locker plant operators. A number of requests for such a conference were reported by Prof. William J. Loeffel, acting chairman of the animal husbandry department.

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Lard Soars in Response to Expected Demand Increase

War news and higher hog prices bring quick advances—Trading active, with stocks relatively light—New lard trade limit set at \$1.00—Hog prices ease up on Thursday.

LARD

LARD was one of the first products to reflect the upturn in prices in the livestock and meat industry which came with the advent of war in Europe. Expectation of broader domestic demand, relatively light lard stocks and the probability of increased demand for fats by European countries, particularly should the war be of considerable duration, were strengthening factors. The sharp rise in hog prices influenced lard as well as all fresh pork meats.

Cash lard was quoted on the Chicago Board of Trade at 8.25 nominal on Thursday and loose was 8.75 asked. This compared with 5.75 and 5.67½, respectively, a week earlier. Neutral was quoted at 10.75 and raw leaf at 8.75 against 7.62½ and 5.62½ a week earlier. Trade was active throughout the period.

At New York, demand was good and prices rose rapidly. Prime western was quoted at 8¼@8½c; middle western, 8¼@8½c; New York City in tiers, 7¼@8¼c; tubs, 9@9¼c; refined continent, 9¼@9½c; South America, 9½@9¾c; Brazil kegs, 9¾@10c. Price of shortening advanced 1c to 9¼c in car lots and 9½c in smaller lots.

HOGS

Hog prices at Chicago registered an increase of \$1.75 to \$2.25 per cwt. over those of the preceding Friday, with sows about \$1.00 higher. Greatest increases were registered on Tuesday and Wednesday of the current week, with some easing up on Thursday. In some cases hogs of even quality sold \$3.00 per hundred higher than at the close of last week. Hog receipts were curtailed as producers held back in the belief that prices would go higher. However, packers showed a somewhat bearish tendency on the closing day of the period, apparently feeling that the rise in price was too rapid to be sustained. Underweight hogs were in small supply at Chicago and there was a drop of about 10 per cent in the sow run from a week earlier. Butchers scaling 250 lbs. and over sold at the top of the market and there was an evident preference for hogs carrying some weight. On Wednesday, finished hogs weighing around 300 lbs. sold up to \$9.00 with 375- to 400-lb. kinds upward to \$8.75. Smooth sows scaling 550 lbs. and upward sold at \$7.00 to \$7.25. Top for the week at Chicago was \$9.40 with the top on the closing day \$9.25 and the

average \$8.25. This compared with a top and average on the preceding Thursday of \$6.90 and \$6.00 respectively.

CARLOT TRADING

Carlot trading was the heaviest in years during the first three trading days of the period. The great volume was attributable to the bullish situation in the market for pork meats engendered by the war. The situation was different from that prevailing when the World War broke out in 1914, when the first tendency was for prices to decline.

On the third day of this week there was some slowing up, not only in live hogs, but in the market on all carlot product. Greatest price increases were in those products which already were relatively low in relation to hog prices. On Thursday there were some re-sale offerings and sellers were busy seeking buyers rather than requesting offerings, as was true in the first two trading days of the week.

Practically all of the activity during the week was in green and dry salt meats; pickle meats were relatively quiet. All ranges of regular hams up to 16/18 were quoted at 14c and heavies at 12¼c. Lighter averages of green seedless bellies sold at 13¼c and dry salt bellies, 18/20 and up sold at 9c. Fat backs were strong at prices ranging up from 8c for the lightest averages to 9½c for the 20/25.

SAUSAGE MATERIALS

All kinds of sausage materials shared the uptrend in prices during the week

(Continued on page 24.)

STOCKS AT FIVE MARKETS

Stocks of provisions at Chicago, St. Louis, East St. Louis, St. Joseph and Milwaukee, on August 31, 1939, with comparison as especially compiled by THE NATIONAL PROVISIONER.

	*Aug. 31, '39	*July 31, '39	*Aug. 31, '38
	lbs.	lbs.	lbs.
Total S. P. meats	55,802,053	70,044,678	48,010,466
Total D. S. meats	20,185,797	25,114,562	22,397,013
Other cut meats	12,170,449	14,184,540	11,800,683
Total all meats	88,158,299	109,343,780	82,208,162
P. S. lard	74,670,210	80,151,500	74,867,056
Other lard	7,319,490	9,235,263	9,088,516
Total lard	81,989,699	89,406,763	83,955,572
S. P. regular hams	8,651,619	9,768,763	7,710,850
S. P. skinned hams	16,785,848	23,709,810	14,138,382
S. P. bellies	26,299,796	31,049,299	21,567,570
S. P. picnics	4,032,800	5,404,806	4,496,664
D. S. bellies	14,799,097	18,411,347	13,291,638
D. S. fat backs	4,921,700	6,247,215	8,329,347

*Not including Omaha and Kansas City.

LARD TRADE LIMIT IS \$1.00

Trading limits in lard and dry salt meats were placed at \$1.00 per hundred pounds higher or lower than the closing price of the previous day, at a special meeting of the directors of the Chicago Board of Trade, held on September 6. These new limits, 50c higher than old ones, are embodied in a revision of Regulation 1823, effective September 7, 1939, as follows:

TRADING LIMITS.—Trading is prohibited during any day in futures contracts of wheat, rye, barley, oats, corn, soybeans, lard or dry salt meats at a price higher or lower than the closing price for such grain or provisions on the previous business day plus or minus, as the case may be, the following sum with respect to such commodities:

Wheat, barley and rye	.....10c per bu.
Corn and soybeans	.....8c per bu.
Oats	.....6c per bu.
Lard	.....\$1.00 per 100 lbs.
Dry salt meats	.....\$1.00 per 100 lbs.

Another regulation of interest to those participating in grain transactions on the Chicago Board of Trade follows. It is effective September 7.

Under the provisions of Rule 210, by regulation, the board has fixed the initial margin at 300 per cent of the clearing house requirement as a minimum on all new trades in grain futures other than hedging or spreading transactions, but at no time shall the initial margin be less than 18c per bushel on wheat, rye, and barley; 12c on corn and soybeans, and 9c on oats.

The board further rules that margins on all new commitments in grain futures other than hedging or spreading transactions shall be maintained at a minimum price of ten cents per bu. on wheat, rye and barley; 8c per bu. on corn and soybeans, and 6c per bu. on oats.

ANIMAL FAT EXPORTS

Exports of animal fats and oils during July, 1939, and their value, were as follows:

	Quantity, lbs.	Value.
Oleo oil	485,018	\$ 44,171
Oleo stock	355,636	26,078
Oleo stearine	3,290	191
Oleomargarine	9,339	1,135
Cooking fat, not lard	164,658	17,276
Lard	25,338,962	1,057,185
Tallow, edible	58,800	4,053
Tallow, inedible	43,224	2,783
Other fats and greases	142,558	9,669
Grease stearine	3,580	182
Neatsfoot oil	22,200	3,098
Oleic acid	27,467	2,465
Stearic acid	31,589	4,047

EXPORTS OF SPECIAL MEATS

Meat specialties exported in July:

	July Lbs.	July Value.
Kidneys and livers	923,999	\$92,312
Tongues	461,062	67,116
Poultry and game	249,223	42,163

Hog Cut-Out Results

PRICES of fresh pork and of hogs made spectacular rises during the three days of the current week, following the Monday holiday. Light pork loins increased 6c to 6½c from a week earlier and hams, picnics and bellies from 2c to 3c, depending on weight. Bulk of the increases were in the markets on green products, pickled meats showing no such spectacular rise. Most of the increase was in the three days of the current week and was attributable to war news from abroad.

There was some decline in hog receipts as the week progressed but prices on Thursday eased off slightly, buyers' attitude being that prices were rising too rapidly to be maintained.

There seemed to be considerable preference for hogs carrying weight as 250-lb. hogs topped the market on some sessions and finished butchers weighing 300 lbs. and over commanded strong prices as did all good sows. There was only a small percentage of unfinished hogs available with a tendency evident on the part of producers to hold back for further finish.

At Chicago, hogs averaged \$7.00 on Tuesday, \$8.50 on Wednesday and \$8.25 on Thursday. Top of \$9.40 was made on Wednesday.

The test on this page, worked out on the basis of Chicago costs and credits, shows light and medium weight hogs cutting at some profit with heavies

showing a loss. The latter is accounted for by the more rapid rise in the price of heavy hogs than in product from these weights.

Pork and Lard Markets

(Continued from page 23.)

and at the close on Thursday registered prices well above the same time a week earlier. Regular pork trimmings were quoted at 11c on Thursday, which was 2½c above a week earlier; special lean trimmings were up 2½c to 15½c and extra lean 3c higher at 19c. Offerings were only fair even at the higher levels. Boning cattle gained 2@2½c.

FRESH PORK

Pork products which enter consumptive channels fresh "skyrocketed" during the week, 8/10 loins selling on Thursday at Chicago at 26c compared with 21½c a week earlier; 14/16 average was quoted at 24c; 16/22 at 20c, and 22 and up at 18c. Boneless loins at 34c were 9½c higher than a week earlier. Boston butts at 20c showed a rise of 4½ to 5c with other items quoted from 2c to 3c higher than a week ago.

BARRELED PORK

Inquiries were strong for barreled pork and sales of 30/40 fat back pork were reported at \$20.00; 70/80 at \$16.00, and 100/125 at \$15.00, Chicago. At New York, demand was fair and the market firm with quotations nominal.

CASING IMPORTS AND EXPORTS

Foreign trade in casings during July:

IMPORTS.

	Sheep, lamb and goat lbs.	Other, lbs.
France	5,254	...
U. S. S. R. (Russia).....	14,000	...
United Kingdom.....	...	6,182
Canada	38,985	160,679
Argentina	19,496	256,071
Brazil	21,048	46,125
Chile	23,216	...
Paraguay .....	...	26,882
Peru	3,128	...
British India	24,174	...
China	22,980	16,196
Iraq .....	...	...
Palestine	6,766	...
Iran	20,001	...
Syria	9,980	...
Turkey	8,378	...
Australia	78,270	...
New Zealand	169,814	...
Union of So. Africa.....	24,390	...
Egypt	4,267	...
Algeria	10,252	...
Morocco	38,932	...
Other	1,816	...
Total	545,147	512,076
Value	\$532,498	\$30,906

EXPORTS.

	Hog, lbs.	Beef, lbs.	Other, lbs.
Belgium	74,723	80,437	...
Denmark	29,532	14,510	...
Finland	2,400	...	...
France	11,605	47,852	...
Germany	3,458	83,540	...
Italy	8,611	292	1,112
Netherlands	25,317	25,949	...
Norway	9,976	36,937	...
Sweden	6,179	5,883	...
Switzerland	405,682	70,822	3,513
United Kingdom.....	...	15,109	158,157
Canada .....	...	11,945	41,678
Panama .....	...	14,067	...
Cuba	1,808	28,464	1,132
Turkey .....	...	...	5,000
Australia	138,513	...	2,968
New Zealand	22,657	...	396
Union of So. Africa.....	36,728	...	...
Other	1,895	...	159
Total	778,584	436,007	214,135
Value	\$314,746	\$40,211	\$82,590

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	17.1	\$ 2.39	13.70	16.1	\$ 2.21	13.50	16.1	\$ 2.17
Picnics	5.60	13.3	.74	5.40	13.3	.72	5.10	12.6	.64
Boston butts	4.00	17.5	.70	4.00	17.3	.69	4.00	17.1	.68
Loins (blade in).....	9.80	25.0	2.45	9.60	24.0	2.30	9.10	20.2	1.84
Bellies, S. P.....	11.00	12.4	1.36	9.70	12.3	1.19	3.10	10.3	.32
Bellies, D. S.....		....	....	2.00	7.5	.15	9.90	7.4	.73
Fat backs	1.00	6.0	.06	3.00	6.4	.19	4.50	7.2	.32
Plates and jowls.....	2.50	5.4	.14	3.00	5.4	.16	3.30	5.4	.18
Raw leaf	2.10	8.1	.17	2.20	8.1	.18	2.10	8.1	.17
P. S. lard, rend, wt.....	12.40	8.5	1.05	11.50	8.5	.98	10.20	8.5	.87
Spareribs	1.60	11.9	.19	1.60	11.8	.19	1.50	11.7	.18
Trimnings	3.00	10.3	.31	2.80	10.3	.29	2.70	10.3	.28
Feet, tails, neckbones.....	2.00	....	.08	2.00	....	.07	2.00	....	.07
Offal and misc.....		....	.29	....	....	.29	....	....	.29
TOTAL YIELD AND VALUE...	69.00		\$ 9.93	70.50		\$ 9.61	71.00		\$ 8.74
Cost of hogs per cwt.....		\$ 8.53			\$ 8.57			\$ 8.28	
Condemnation loss .....		.04			.04			.04	
Handling and overhead.....		.83			.71			.64	
TOTAL COST PER CWT ALIVE		\$ 9.40			\$ 9.32			\$ 8.96	
TOTAL VALUE		9.93			9.61			8.74	
Loss per cwt.....	22	
Loss per hog.....	62	
Profit per cwt.....		.53			.29			
Profit per hog.....		1.06			.70			

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Tallow Climbs Swiftly as Other Commodities Advance

Market follows lard and cottonseed oil to increase of over 1c—5½¢ bid refused for extra; no business reported—Futures rise to limit—Grease market inactive but higher.

TALLOW.—The tallow market at New York moved up rapidly over 1c this week with little or no business passing on the rise. Extra tallow at New York was 5½¢ bid and refused, with intimations that some supplies might be available at the 6c level. The price last week was 4½¢, delivered.

Rapid advances in lard, cottonseed oil, hogs, cattle and other commodities accounted for the action in tallow. Producers were inclined to look on for the time being as a result of the European war. There may have been some confidential trading at New York during the week, but it was kept well under cover. The impression prevailed, however, that there had been no important transactions in tallow.

At New York, special was quoted at 5c nominal; extra, 5½¢ bid and refused, and edible, 5½¢@6c nominal.

There were no London or Liverpool quotations on foreign tallows. Markets are now under government control in the British Isles.

Trade in tallow futures at New York shared in the war excitement with light offerings and a little buying. Prices rose the 100-point limit on Tuesday and Wednesday. January tallow sold at 5.70 and December at 6.60. September was quoted at 5.53; December, 5.80@6.60, and January 5.80@6.00.

War news and the advance in other fats and oils brought a 2c rise in the Chicago tallow market this week. Quotations were nominal with little trade as sellers held back offerings. Edible sold late last week at 4½¢ and fancy at 4½¢. On Tuesday, the first trading day this week, quotations were up 1 to 1½¢. Edible was salable around 6c, Chicago, and prime was held at 6c. Special sold at 5½¢, Chicago, and price was raised ¼¢. Edible was held Wednesday at 7c, f.o.b. Big consumer was bidding 5½¢, September, for prime with 6@6½¢ asked. There was a bid of 6c, Chicago, on Thursday for prime. Chicago quotations, loose basis, on Thursday were:

Edible tallow	@ 7
Fancy tallow	@ 6½
Prime packers	@ 6½
Special tallow	@ 5½
No. 1 tallow	@ 5½

STEARINE.—The last sale of oleo stearine at New York was at 6¼¢, an advance of ¼¢ over previous sales. Nominal quotation on oleo stearine was later 7½¢.

Nominal quotation on prime oleo stearine at Chicago was 6@6¼¢, or

¾¢@1c over quotations of last week.

OLEO OIL.—The market for oleo oils kept pace with advancing raw materials and other markets at New York. Extra climbed to 9½¢ compared to 6½¢ to 7c the previous week. Prime was quoted at 9½¢ against 6¼¢@6½¢ a week earlier and lower grades were 8½¢@8¾¢ compared with 6@6½¢ last week.

At Chicago, extra was nominally quoted at 9c, a gain of 2c, and prime was called 8¾¢.

(See page 33 for later markets.)

LARD OIL.—With offerings light and raw materials advancing sharply, lard oil prices rose ½¢ at New York. Extra was quoted at 8½¢; extra No. 1, 8¾¢; No. 1, 8c; No. 2, 7¾¢; winter strained, 8¾¢; prime burning, 9½¢, and prime inedible, 9c.

NEATSFOOT OIL.—Fair demand, light offerings and rising raw material

SPOT PRICES NOMINAL

Spot prices of tallows, greases, oils, packinghouse feeds and other by-products were highly uncertain this week. Sellers generally had withdrawn offerings and quotations were strictly nominal.

costs lifted prices ½¢ at New York. Extra was quoted at 8½¢; extra No. 1, 8¾¢; pure, 12¼¢; prime, 8½¢, and cold test, 15¼¢.

GREASES.—There was not much activity in the grease market at New York, but grease prices rose 1¼¢ per lb. or more over the previous week. Offerings were light and allied markets advanced sharply. Reports of a good soap business aided the market. However, the rise in tallow, cottonseed oil and lard was the major influence which shaped the trend in greases.

At New York, yellow and house grease was 5½¢ bid and refused. Brown was 4@4½¢ nominal and choice white was purely nominal.

Grease prices advanced 1½¢@2c in the Chicago market this week with quotations strictly nominal. Sellers withheld offerings. Market tightened last week-end with a bid of 4½¢ for choice white. Bids on Tuesday, first market day after the spread of the war, were 5½¢ for white and 5½¢ for yellow. Couple tanks white sold Wednesday at 6c, Chicago, and yellow at 5½¢, Chicago. White grease wanted Thursday at 6c, Chicago, last trading price and yellow at 5½¢. Chicago quotations on Thursday were:

Choice white grease	@ 6
A-white grease	@ 5½
B-white	@ 5½
Yellow grease, 10-15 f.f.a.	@ 5½
Yellow grease, 15-20 f.f.a.	@ 5½
Brown grease	@ 5

BY-PRODUCTS MARKETS

Chicago, September 7, 1939.

By-products very strong, with offerings largely withdrawn and quotations were generally nominal due to the war situation.

Blood.

Blood showed great strength; quotations are nominal.

	Unit.
Ammonia	@ 4.00
Unground	\$ 3.75 @ 4.00

Digester Feed Tankage Materials.

Digester tankage market prices higher on influence of war news. Quotations shifting rapidly.

Unground, 11 to 12% ammonia	\$ 4.00 @ 4.50
Unground, 6 to 10%, choice quality ..	@ 5.00
Liquid stick	3.60 @ 3.50

Packinghouse Feeds.

Nominal market with offerings withdrawn. Prices higher along with rest of by-products list.

	Carlots, Per ton.
60% digester tankage	\$60.00 @ 65.00
50% meat and bone scraps	60.00 @ 65.00
Blood-meal	withdrawn
Special steam bone-meal	37.50 @ 40.00

Bone Meals (Fertilizer Grades).

Bone meals steady; prices about the same as last week.

	Per ton.
Steam, ground, 3 & 50	\$24.00 @ 25.00
Steam, ground, 2 & 28	@ 24.00

Fertilizer Materials.

Market strong and erratic; prices nominal. Offerings were largely withdrawn.

	Per ton.
High grd. tankage, ground	\$2.75 @ 3.00 & 10c
10@11% am.	@ 35.00
Bone tankage, ungrd., per ton	@ 30.00
Hoof meal	@ 3.00

Dry Rendered Tankage.

Nominal market with no trading reported. Prices stronger.

Hard pressed and expeller unground, up to 48% protein (low test)	@ 1.00
above 48% protein (high test) .....	.95 @ 1.00
Soft prod. pork, ac. grease and quality, ton	@ 65.00
Soft prod. beef, ac. grease & quality, ton	@ 55.00

Gelatine and Glue Stocks.

Market steady with quotations unchanged.

	Per ton.
Calf trimmings	@ 18.00
Sinews, pizzles	@ 18.00
Cattle jaws, skulls and knuckles	@ 25.00
Hide trimmings	@ 12.00
Pig skin scraps and trim, per lb., L.C.I.	3¼ @ 3½c

Horns, Bones and Hoofs.

This market remains steady at last week's quotations.

	Per ton.
Horns, according to grade	\$35.00 @ 60.00
Cattle hoofs, house run	@ 32.00
Junk bones	17.00 @ 18.00
(Note—foregoing prices are for mixed carloads of unsorted materials.)	

Animal Hair.

Winter coil dried in price rise; quotations on animal hair were otherwise unchanged.

Winter coil dried, per ton	\$25.00 @ 30.00
Summer coil dried, per ton	17.50 @ 20.00
Winter processed, black, lb.	6 @ 6½c
Winter processed, gray, lb.	5 @ 5½c
Summer processed, gray, lb.	3 @ 3¼c
Cattle switches	1½ @ 1¾c

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FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton basis ex-vessel Atlantic ports, September to June 1940.....	\$26.75 @ 28.00
Blood, dried, 10% per unit.....	@ 3.00
Unground fish scrap, dried, 11% ammonia, 16% B. P. L., f.o.b. fish factory.....	3.25 & 10c
Fish meal, foreign, 11% ammonia, 10% B. P. L., c.i.f. spot.....	@ 49.00
September shipment.....	@ 49.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.30 & 50c
Soda nitrate, per net ton: bulk: Sept. to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.....	@ 27.00
in 200-lb. bags.....	@ 28.30
in 100-lb. bags.....	@ 29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	2.75 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.25 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 23.50
Bone meal, raw, 4 1/2% and 50%, in bags, per ton, c.i.f.....	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00

Dry Rendered Tankage.

50% protein, unground.....	@ 85c
60% protein, unground.....	@ 90c

EASTERN FERTILIZER MARKETS

New York, September 6, 1939.

There has been no recent trading in local dried blood or tankage and prices quoted are nominal. Many importers have withdrawn offerings of tankage, blood and other similar materials from the market.

An additional quantity of about 1,200 tons of unground dried menhaden fish scrap was sold at \$3.15 and 10c, f.o.b. Fish Factories, Va. Some sellers are holding the No. 1 Japanese sardine meal at \$49.00 per ton, c.i.f. Atlantic Coast ports.

Dry rendered tankage has again advanced in price and offerings are limited, especially of the South American materials.

TALLOW FUTURE TRADING

MONDAY, SEPTEMBER 4, 1939.

Holiday. No market.

TUESDAY, SEPTEMBER 5, 1939.

	High.	Low.	Close.
September.....	5.50b	5.50b	@ 5.50b
October.....	4.85	4.85	@ 5.50b
November.....	5.50b	5.50b	@ 5.50b
December.....	5.50b	5.50b	@ 5.50b
January.....	5.70	5.70	@ 5.70b

WEDNESDAY, SEPTEMBER 6, 1939.

September.....	5.50b	@ 5.50b
October.....	5.50b	@ 5.50b
November.....	6.00	@ 5.50b
December.....	6.00	@ 5.50b
January.....	5.80b	@ 5.80b

THURSDAY, SEPTEMBER 7, 1939.

September.....	5.75b	@ 5.75b
October.....	5.75b	@ 5.75b
November.....	5.80b	@ 5.80b
December.....	5.80b	@ 5.80b
January.....	6.54	@ 6.54

FRIDAY, SEPTEMBER 8, 1939.

September.....	5.75b	@ 5.75b
October.....	5.70b	@ 5.70b
November.....	6.00	@ 6.00
December.....	6.00	@ 6.00
January.....	6.00b	@ 6.00b

HULL OIL MARKETS

Hull, England, September 6, 1939.—Refined cotton oil and Egyptian crude oil were not quoted this week.

MARGARINE MATERIALS USED

Products used in margarine manufacture during July, 1939, compared with July, 1938:

	July, 1939, lbs.	July, 1938, lbs.
Ingredient schedule of uncolored oleomargarine:		
Babassu oil.....	1,332,131	1,065,612
Beef fat.....	11,900	6,306,672
Coconut oil.....	1,522,418	2,105
Corn oil.....	18,205	8,158,590
Cottonseed oil.....	5,518,395	51,722
Derivative of glycerine.....	48,308	6,054
Lecithin.....	4,880	4,764,264
Milk.....	3,849,754	92,100
Neutral lard.....	109,305	1,074,471
Oleo oil.....	850,486	313,560
Oleo stearine.....	244,853	166,225
Oleo stock.....	56,742	450
Palm oil.....	263,317	289,688
Palm kernel oil.....	186,354	1,065,754
Peanut oil.....	838,696	7,744
Salt.....	7,744	2,959,422
Soda (Benzonate of).....	5,592,062	890
Soya bean oil.....	760	890
Vitamin concentrate.....	760	890
Total.....	20,192,964	25,613,497

Ingredient schedule of colored oleomargarine:		
Babassu oil.....	40	40
Coconut oil.....	36,943	23,918
Color.....	83	82
Cottonseed oil.....	3,116	22,082
Derivative of glycerine.....	255	267
Lecithin.....	61	22,610
Milk.....	20,109	4,704
Neutral lard.....	2,148	15,491
Oleo oil.....	9,032	600
Oleo stearine.....	875	228
Oleo stock.....	43	6,145
Palm kernel oil.....	43	27
Peanut oil.....	5,561	32,677
Salt.....	27	20,090
Soda (Benzonate of).....	27	20,090
Soya bean oil.....	32,677	20,090
Total.....	110,982	116,467

U. S. WHALING ADVOCATED

Citing the military advantages of a supply of whale oil, Lever Bros. Co., soap manufacturers of Cambridge, Mass., recently issued a statement in support of the Congressional joint resolution which would permit entry of whale oil refined on American boats without payment of prohibitive import duties when the fish were caught by foreign-manned killer boats. Building of an American whaling industry was advocated in the company's statement. The resolution would give the whalers five years in which to train American killer crews.

JULY MARGARINE PRODUCTION

Margarine produced during July, 1939, with comparisons:

	July, 1939, lbs.	July, 1938, lbs.
Production of uncolored margarine.....	19,159,532	25,407,204
Production of colored margarine.....	102,674	104,368
Total production.....	19,262,206	25,512,292
Uncolored margarine with drawn tax paid.....	20,099,144	25,648,679
Colored margarine with drawn tax paid.....	14,836	27,005

GELATINE IMPORTS & EXPORTS

Edible gelatine imported into the United States during June, 1939, totaled 205,649 lbs. valued at \$108,001. Of this amount 44,703 lbs. came from Belgium, 49,331 lbs. from France, 29,444 lbs. from Netherlands and 81,871 lbs. from Germany. Gelatine exported totaled 14,758 lbs., valued at \$6,556.

Oil Futures Up 200 Points In Week; Rise is Checked

New York cotton oil market gains 200 to 225 points between Thursday and Wednesday—Market reacts at mid-week on realizing and professional selling—Crude sells at 6½c, or 2c higher—Cash oil sellers withdrawn—Soybean oil sells at 5¾c, up 1¾c—Foreign oils nominal with no offerings.

WAR buying hit the cottonseed oil futures market at New York during the past week and did not meet sufficient opposition to halt the advance until prices had risen approximately 250 points from the season's lows.

Price fluctuations were rapid and sharp; the market moved upward late last week and gained 25@30 points Saturday, but reacted to close 50@70 points under Friday.

After the scope of war broadened over the two-day holiday, futures rose the 100-point daily limit on Tuesday, and almost duplicated this gain on Wednesday before offerings increased sufficiently to bring about a modest setback from the highs.

The speculative element looks upon cotton oil as one of the war commodities and this undoubtedly has been responsible for much of the buying. Shorts ran to cover on the advance and there was considerable lifting of hedges against cash business. The market persistently ran into stop-loss orders on a scale upward. Wednesday's turnover amounted to 540 lots, or fairly close to the record daily trade of 609 lots.

Profits Taken Wednesday

Wednesday's selling was heavy general realizing combined with some hedging pressure and professional selling. Professionals were selling on the belief that the upturn had been too rapid, and that the advance had been liberally discounted the improvement in domestic cash trade in oil and shortening as well as the likelihood of a decline in volume and rise in cost of imported oils.

However, there was a persistent demand through commission houses on small setbacks. Many ring operators were amazed at the market's ability to absorb the enormous realizing.

Naturally, routine conditions counted for little and the market took its cue from the war developments. The war will probably be a ruling factor for some time to come.

Cash Offerings Withdrawn

Consumers came into the market for cash oil and shortening in a good way. Some of the larger refiners were reported withdrawn as sellers for the time being and were said to have booked

only part of the business that was offered. Some refiners were not quoting cash oil or shortening prices, but other shortening producers quoted the latter at 9¼c per lb., New York, an advance of 1c from recent levels.

Crude cottonseed oil rose rapidly in the South. On Wednesday, the market was quoted at 6¼@6½c across the Belt. Spot old crop soybean oil rose to 6c and new crop oil was 5¾@6c for shipment. Soybeans at Chicago went up the 4c daily limit three days in succession to 86c bid for the September delivery.

Stearine last sold at New York at 6¼c, but was quoted at 7¼c. Action of tallow futures duplicated other markets to rise the 100-point daily limit two days

SPOT PRICES NOMINAL

Spot prices of vegetable oils, like those for other commodities, were uncertain this week. Sellers generally had withdrawn offerings and quotations were strictly nominal.

in a row. The tallow market was 5½c bid and refused, with indications of disposition to trade at the 6c level. Greases and other oils rose proportionately.

The lard market advanced its 50-point limit each day to midweek with little coming out. Hogs rose sharply

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, September 7, 1939.—The past week has been one of the most erratic and spectacular in the history of cotton oil, due to the European war, with violent moves until today, when the market fluctuated within about ¼c lb. Crude oil advanced to 6.50c in all directions and mills were unable to offer freely, due to slow movement of cottonseed which is being held for higher prices. Considering that cotton oil option during the start of last season sold over 8.00c for New York, options on war scare at present prices could advance very rapidly, especially as exports of lard and soybeans, the chief competing articles, have been very heavy. Soapstock, 2.00c bid in some directions, with offerings stopped.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, September 7, 1939.—43 per cent cottonseed cake and meal basis Dallas for interstate shipment quoted at \$32.00. Prime cottonseed oil quoted at 6¼@6½c.

and at midweek were \$1.75@2.75 over the preceding Friday.

Recent private cotton crop estimates have been indicating an increase over the government August 1 estimate. Latest private reports ran from 11,844,000 bales to 11,892,000 bales against the government August estimate of 11,412,000 bales and last year's final of 11,943,000 bales.

COCONUT OIL.—Following sales at 4c at New York, this market was quoted at 4¼c. It was reported that copra was not being offered and crushers were not inclined to quote oil.

CORN OIL.—The situation in this market at New York was purely nominal. Wednesday's nominal quotation, mills, was 6¼@6½c.

SOYBEAN OIL.—Prices rose rapidly following the advance in cottonseed oil. Old crop soybean oil was quoted at 6c, while new crop for deferred shipment was reported to have sold at 5½ to 5¾c.

PALM OIL.—On account of the war, uncertainties over ocean freight costs, etc., palm oil at New York was not offered and was purely nominal.

PALM KERNEL OIL.—New York market was nominal.

OLIVE OIL FOOTS.—New York market was quiet but firm at 7¼c.

PEANUT OIL.—The market was nominally quoted at 6½ to 6¾c, New York.

COTTONSEED OIL.—Valley and Southeast crude was quoted Wednesday at 6½c paid; Texas, 6½c paid at common points, and Dallas, 6½c nominal.

Futures market transactions for the week at New York were as follows:

FRIDAY, SEPTEMBER 1, 1939.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
September	16	610	605	633	640
October	45	644	588	645	552
November .....	..	..	..	645	nom
December	76	659	608	659	trad
January	38	665	618	667	670
February .....	..	..	..	667	nom
March	148	680	626	677	trad
April .....	..	..	..	677	nom

SATURDAY, SEPTEMBER 2, 1939.

September	1	655	655	580	605
October	22	685	583	598	95 tr
November .....	..	..	..	595	nom
December	86	690	595	605	66 tr
January	22	695	610	610	13 tr
February .....	..	..	..	611	nom
March	134	705	605	621	05 tr
April .....	..	..	..	605	nom

MONDAY, SEPTEMBER 4, 1939.

Holiday.

TUESDAY, SEPTEMBER 5, 1939.

September	4	686	686	686	bid
October .....	..	..	..	680	bid
November .....	..	..	..	685	bid
December	7	705	705	705	bid
January	3	710	710	710	bid
February .....	..	..	..	711	bid
March	5	705	705	705	bid
April .....	..	..	..	710	bid

WEDNESDAY, SEPTEMBER 6, 1939.

September	16	740	708	735	745
October	86	785	725	744	746
November .....	..	..	..	744	nom
December	185	775	738	750	760
January	70	785	758	764	768
February .....	..	..	..	764	nom
March	183	790	750	776	84 tr
April .....	..	..	..	784	nom

THURSDAY, SEPTEMBER 7, 1939.

September .....	..	735	735	735	bid
October .....	..	740	729	733	bid
December .....	..	766	745	749	bid
January .....	..	769	753	753	bid
March .....	..	789	762	767	nom

(See page 33 for later markets.)

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended Sept. 6, 1939.	Cor. week, 1938.
Prime native steers—			
400-600	17	@18	17 1/2 @18 1/4
600-800	16 1/2	@17 1/2	17 1/2 @18 1/4
800-1000	16	@17	17 1/2 @18 1/4
Good native steers—			
400-600	16 1/2	@17 1/2	15 1/2 @16 1/4
600-800	16	@17	16 1/2 @17
800-1000	16	@17	16 1/2 @17
Medium steers—			
400-600	15 1/2	@16 1/4	14 @14 1/2
600-800	15	@16	14 @14 1/2
800-1000	15	@16	14 @14 1/2
Heifers, good, 400-600	15 1/2	@16 1/4	15 @16
Cows, 400-600	12	@14	10 1/2 @12
Hind quarters, choice	20	@22	@22
Fore quarters, choice	13 1/2	@14 1/2	@13

Beef Cuts		
Steer loins, prime	unquoted	@36
Steer loins, No. 1		@32
Steer loins, No. 2		@30
Steer short loins, prime	unquoted	@48
Steer short loins, No. 1		@38
Steer short loins, No. 2		@33
Steer loin ends (hips)		@28
Steer loin ends, No. 2		@25 1/4
Cow loins		@18
Cow short loins		@20
Cow loin ends (hips)		@17
Steer ribs, prime	unquoted	@25
Steer ribs, No. 1		@23
Steer ribs, No. 2		@20
Cow ribs, No. 1		@13 1/2
Cow ribs, No. 2		@12
Steer rounds, prime	unquoted	@19 1/4
Steer rounds, No. 1		@19
Steer rounds, No. 2		@17 1/2
Steer chucks, prime	unquoted	@17 1/4
Steer chucks, No. 1		@15 1/2
Steer chucks, No. 2		@13 1/2
Cow rounds		@14
Cow chucks		@12 1/2
Steer plates		@8
Medium plates		@7 1/4
Briskets, No. 1		@12
Steer navel ends		@6
Cow navel ends		@8
Fore shanks		@8 1/2
Hind shanks		@7 1/4
Strip loins, No. 1 bbls.		@50
Strip loins, No. 2		@45
Sirloin butts, No. 1		@32
Sirloin butts, No. 2		@25
Beef tenderloins, No. 1		@63
Beef tenderloins, No. 2		@60
Rump butts		@16
Flank steaks		@20
Shoulder clods		@15
Hanging tenderloins		@18
Insides, green, 6@8 lbs.		@16 1/4
Outsides, green, 5@6 lbs.		@15
Knuckles, green, 5@6 lbs.		@16

Beef Products		
Brains (per lb.)	@6	@7
Hearts	@10	@10
Tongues	@10	@10
Sweetbreads	@17	@17
Ox-tail, per lb.	@7	@10
Fresh tripe, plain	@10	@10
Fresh tripe, H. C.	@11 1/4	@11 1/4
Livers	@20	@20
Kidneys, per lb.	@11	@9

Veal		
Choice carcasses	19	@20
Good carcasses	18	@19
Good saddles	23	@24
Good racks		@16
Medium racks	12	@13

Veal Products		
Brains, each	@7	@7
Sweetbreads	@30	@33
Calf livers	@32	@38

Lamb		
Choice lambs	@22	@17
Medium lambs		@18
Choice saddles	@25	@21
Medium saddles	@23	@19
Choice fores	@16	@13
Medium fores	@15	@11
Lamb fries, per lb.	@32	@31
Lamb tongues, per lb.	@17	@16
Lamb kidneys, per lb.	@15	@20

Mutton		
Heavy sheep	@6	@6
Light sheep	@8	@9
Heavy saddles	@7	@8
Light saddles	@10	@11
Heavy fores	@5	@4 1/2
Light fores	@6	@6
Mutton Legs	@10	@12
Mutton loins	@9	@10
Mutton stew	@6	@5
Sheep tongues, per lb.	@13 1/2	@12 1/2
Sheep heads, each	@11	@10

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	@29	@23
Picnics	@14	@15
Skinned shoulders	@15	@15
Tenderloins	@36	@32
Spare ribs	@14	@13
Back fat	@9	@9
Boston butt	@20	@19
Boneless butts, cellar		
trim, 2@4	@24	@26
Hocks	@8	@10
Tails	@7	@10
Neck bones	@4	@4
Slip bones	@11	@11
Blade bones	@11	@12
Pigs' feet	@4	@4
Kidneys, per lb.	@9	@10
Livers	@8	@12
Brains	@8 1/2	@9
Ears	@4	@3
Snouts	@5	@5
Heads	@2	@7 1/2
Chitterlings	@6 1/2	@5

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@9 1/2 n
Clear bellies, 18@20 lbs.	@9 1/2
Rib bellies, 25@30 lbs.	@9 1/2
Fat backs, 10@12 lbs.	@8 1/2
Fat backs, 14@16 lbs.	@9
Regular plates	@7 1/2 n
Jowl butts	@7 1/2 n

WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper	20% @20 1/2
Fancy skinned hams, 14@16 lbs., parchment paper	21% @22
Standard reg. hams, 14@16 lbs., plain	19% @19 1/2
Picnics, 4@8 lbs., short shank, plain	15% @16 1/4
Picnics, 4@8 lbs., long shank, plain	13% @14 1/4
Fancy bacon, 6@8 lbs., plain	19% @20
Standard bacon, 6@8 lbs., plain	15% @16
No. 1 beef sets, smoked	
Insides, 8@12 lbs.	@35
Outsides, 5@9 lbs.	@32
Knuckles, 5@9 lbs.	@32
Cooked hams, choice, skinned, fattened	@35
Cooked hams, choice, skinned, fattened	@37
Cooked picnics, skinned, fattened	@28
Cooked picnics, skinned, fattened	@27

BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	\$16.00
80-100 pieces	15.50
100-125 pieces	15.00
Bean pork	16.50n
Brisket pork	18.00n
Clear plate pork, 25-35 pieces	14.50
Plate beef	18.50
Extra plate beef	18.50

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$14.50
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	17.00
Honeycomb tripe, 200-lb. bbl.	27.00
Pocket honeycomb tripe, 200-lb. bbl.	27.00

SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings	@11
Special lean pork trimmings 85%	@15 1/2
Extra lean pork trimmings 95%	@19
Pork cheek meat (trimmed)	@11 1/4
Pork hearts	@8
Pork livers	@7
Native boneless bull meat (heavy)	@17
Shank meat	@15
Boneless chucks	@16 1/2
Beef trimmings	@15
Beef cheeks (trimmed)	@12
Dressed canners, 350 lbs. and up.	@11 1/4
Dressed cutter cows, 400 lbs. and up.	@12 1/2
Dr. bologna bulls, 600 lbs. and up.	@13
Pork tongues, canner trim, S. P.	@14 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@24 1/2
Country style sausage, fresh in link	@19 1/2
Country style sausage, fresh in bulk	@17 1/2
Country style sausage, smoked	@22 1/2
Frankfurters, in sheep casings	@24 1/2
Frankfurters, in hog casings	@22 1/2
Bologna in beef bungs, choice	@18
Bologna in beef middles, choice	@18 1/2
Liver sausage in beef rounds	@16
Liver sausage in hog bungs	@18
Smoked liver sausage in hog bungs	@23 1/2
Head cheese	@16 1/2
New England luncheon specialty	@23
Mixed luncheon specialty, choice	@20
Tongue sausage	@none
Blood sausage	@18
House	@18
Polish sausage	@23 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@40
Thuringer cervelat	@21
Farmer	@30
Holsteiner	@29 1/2
B. C. salami, choice	@35
Milano, salami, choice in hog bungs	@33
B. C. salami, new condition	@21
Frissas, choice, in hog middles	@33
Genoa style salami, choice	@39
Pepperoni	@29
Mortadella, new condition	@21
Capicola	@42
Italian style hams	@33
Virginia hams	@38 1/2

LARD

Prime steam, cash, Bd. Trade	@8.25n
Prime steam, loose, Bd. Trade	@8.70n
Refined lard, tierces, f.o.b. Chgo.	@10.50
Kettle rend, tierces, f.o.b. Chgo.	@11.50
Leaf, kettle	
rend, tierces, f.o.b. Chgo.	@11.50
Neutral, tierces, f.o.b. Chicago	@11.25
Shortening, tierces, c.a.f.	@10.25

OLEO OIL AND STEARINE

Extra oleo oil (in tierces)	@9 1/2
Prime No. 2 oleo oil	@9
Prime oleo stearine	@7 1/2

TALLOWES AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid	@7
Prime packers tallow, 3-4% acid	@6 1/2
Special tallow	@6 1/2
No. 1 tallow, 10% f.f.a.	@6 1/2
Choice white grease, all hog	@6
A-White grease, 4% acid	@5 1/2
B-White grease, maximum 5% acid	@5 1/2
Yellow grease, 16-20 f.f.a.	@5 1/2
Brown grease, 25 f.f.a.	@5

ANIMAL OILS

	Per lb.
Prime edible lard oil	10%
Prime burning oil	9%
Prime lard oil-inedible	9
Extra W. S. lard oil	8 1/2
Extra lard oil	8 1/2
Extra No. 1 lard oil	8 1/2
Special No. 1 lard oil	8 1/2
No. 1 lard oil	8
No. 2 lard oil	7 1/2
Acidless tallow oil	8
20° C. T. neatfoot oil	15 1/2
Pure neatfoot oil	11 1/2
Prime neatfoot oil	8 1/2
Extra neatfoot oil	8 1/2
No. 1 neatfoot oil	8 1/2

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt	6 1/2 @ 6 1/2
White deodorized, in bbls., f.o.b. Chgo.	9 @ 9 1/2
Yellow, deodorized	9 @ 9 1/2
Soap stock, 50% f.f.a., f.o.b. mills	1 1/2 @ 2
Soybean oil, f.o.b. mills	5 1/2 @ 6
Corn oil, in tanks, f.o.b. mills	6 1/2 @ 6 1/2
Coconut oil, sellers' tanks, f.o.b. coast	@4
Refined coconut, bbls., f.o.b. Chicago	8 1/2 @ 9

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable	@14
White animal fat	@13 1/2
Water churned pastry	@10 1/2
Milk churned pastry	@11 1/2
White "nut" type	@8 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Chicago Markets

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/hs stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Saltpeter, less than ton lots:	
Dbl. refined granulated.....	6.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.95
Dbl. rfd. gran. nitrate of soda.....	9.75
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	@3.85
Second sugar, 90 basis.....	@3.80
Standard gran., f.o.b. refiners (2%)..	@5.75
Packers, curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@5.35
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@3.90
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@4.44
in paper bags.....	@4.30

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.28
Export rounds, wide.....	@.42
Export rounds, medium.....	@.24
Export rounds, narrow.....	@.35
No. 1 weasands.....	@.06
No. 2 weasands.....	@.03
No. 1 bungs.....	@.12
No. 2 bungs.....	@.08
Middles, regular.....	@.40
Middles, select, wide, 2@2 1/2 in.	@.55
Middles, select, extra wide, 2 1/2 in.	
and over.....	@.70
Dried bladders:	
12-15 in. wide, flat.....	.80
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.20
Pork casings:	
Narrow, per 100 yds.....	2.10
Narrow, special, per 100 yds.....	1.95
Medium, regular.....	1.40
English, medium.....	1.25
Wide, per 100 yds.....	1.90
Extra wide, per 100 yds.....	.85
Export bungs.....	.19
Large prime bungs.....	.14
Medium prime bungs.....	.07
Small prime bungs.....	.04
Middles, per set.....	.14
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	17	18
Resifted.....	17 1/2	19 1/2
Chili Pepper.....	19	19 1/2
Powder.....	27	31
Cloves, Amboyne.....	22	24
Zanzibar.....	22	24
Madagascar.....	20	23
Ginger, Jamaica.....	13	14
African.....	10	10
Marj. Fancy Banda.....	58	63
East India.....	52	57
East & West India Blend.....	50	55
Mustard Flour, Fancy.....	22 1/2	22 1/2
No. 1.....	15	15
Nutmeg, Fancy Banda.....	25	25
East India.....	21	21
East & West India Blend.....	16	16
Paprika, Extra Fancy Spanish.....	40	40
Fancy Hungarian.....	35	35
No. 1 Hungarian.....	33	33
Pepper, Cayenne.....	25	25
Red No. 1.....	19	19
Black Allspice.....	60 1/2	10 1/2
Black Lampong.....	65 1/2	10 1/2
Black Tellicherry.....	10	11 1/2
Pepper, White Singapore.....	60 1/2	11
Muntok.....	10	11 1/2
Packers.....	10	10 1/2

SEEDS AND HERBS

	Ground	Whole.
	Sausage.	Sausage.
Caraway Seed.....	12 1/2	14 1/2
Celery Seed French.....	20	23
Cominos Seed.....	13	16
Coriander Morocco Bleached.....	68 1/2	68 1/2
Coriander Morocco Natural No. 1.....	66 1/2	66 1/2
Mustard Seed Fancy Yellow.....	69	12
American.....	08	11
Marjoram French.....	24	27
Oregano.....	13 1/2	16 1/2
Sage Fancy Dalmatian.....	11	13
Dalmatian No. 1.....	10	12

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good.....	\$ 9.50@ 9.65
Steers, common.....	@ 7.50
Cows, medium.....	6.25@ 6.75
Cows, cutter and common.....	5.25@ 6.50
Bulls, good.....	6.50@ 7.25

LIVE CALVES

Vealers, good and choice.....	\$11.00@12.50
Calves, good and choice.....	9.00@ 9.50

LIVE HOGS

Hogs, good and choice, 180-200-lb.....	\$ 7.00@ 7.10
Packing sows, good.....	@ 4.50

LIVE LAMBS

Lambs, good and choice.....	\$10.00@10.25
Lambs, common.....	@ 7.00
Sheep, ewes.....	2.00@ 4.25

DRESSED BEEF

Choice, native, heavy.....	.18	@19
Choice, native, light.....	.16	@17
Native, common to fair.....	.15	@15 1/2

Western Dressed Beef.

Native steers, 600@800 lbs.....	.18	@19
Native choice yearlings, 440@600 lbs.....	.17	@18
Good to choice heifers.....	.16	@17
Good to choice cows.....	.14	@15
Common to fair cows.....	.13	@14
Fresh bologna bulls.....	.13	@14

BEEF CUTS

	Western.	City.
No. 1 ribs.....	.23 @24	.22 @25
No. 2 ribs.....	.20 @21	.20 @22
No. 3 ribs.....	.19 @20	.19 @21
No. 1 loins.....	.32 @36	.36 @40
No. 2 loins.....	.26 @32	.30 @35
No. 3 loins.....	.20 @24	.25 @29
No. 1 hinds and ribs.....	.20 @21	.21 @24
No. 2 hinds and ribs.....	.18 @19	.19 @21
No. 1 rounds.....	.17 @17	.17 @17
No. 2 rounds.....	.16 @16	.16 @16
No. 3 rounds.....	.15 @15	.15 @15
No. 1 chucks.....	.15 @15	.15 @15
No. 2 chucks.....	.14 @14	.14 @14
No. 3 chucks.....	.13 @13	.13 @13
City dressed bolognas.....	.13 1/2 @14 1/2	.13 1/2 @14 1/2
Rolls, reg. 4@6 lbs. av.....	.18 @20	.18 @20
Rolls, reg. 6@8 lbs. av.....	.23 @25	.23 @25
Tenderloins, 4@6 lbs. av.....	.50 @60	.50 @60
Tenderloins, 5@6 lbs. av.....	.50 @60	.50 @60
Shoulder clods.....	.16 @18	.16 @18

DRESSED VEAL

Good.....	.18 1/2 @19 1/2
Medium.....	.17 1/2 @18 1/2
Common.....	.16 1/2 @17 1/2

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	.23 @24
Genuine spring lambs, good to medium.....	.22 1/2 @23
Genuine spring lambs, medium.....	.21 @22
Sheep, good.....	.10 @12
Sheep, medium.....	.8 @10

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$10.50@11.25
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in.....	12.50@13.50

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	.26 @27
Shoulders, Western, 10@12 lbs. av.....	.14 @15
Butts, regular, Western.....	.17 @17 1/2
Hams, Western, fresh, 10@12 lbs. av.....	.18 1/2 @19 1/2
Picnics, Western, fresh, 6@8 lbs. av.....	.14 1/2 @15 1/2
Pork trimmings, extra lean.....	.18 @19
Pork trimmings, regular, 50% lean.....	.10 @11
Spareribs.....	.10 @11

COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@38
Cooked hams, choice, skinless, fattened.....	@40

SMOKED MEATS

Regular hams, 8@10 lbs. av.....	.22 @23
Regular hams, 10@12 lbs. av.....	.22 @23
Regular hams, 12@14 lbs. av.....	.21 1/2 @22
Skinned hams, 10@12 lbs. av.....	.23 @24
Skinned hams, 12@14 lbs. av.....	.22 1/2 @23 1/2
Skinned hams, 16@18 lbs. av.....	.22 @22 1/2
Skinned hams, 18@20 lbs. av.....	.19 1/2 @20 1/2
Picnics, 4@6 lbs. av.....	.17 @18
Picnics, 6@8 lbs. av.....	.16 @17
City pickled bellies, 6@12 lbs. av.....	.18 @19
Bacon, boneless, Western.....	.20 @21
Bacon, boneless, city.....	.19 @20
Rollettes, 8@10 lbs. av.....	.19 @20
Beef tongue, light.....	@22
Beef tongue, heavy.....	@24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	25c a pound
Organs.....	14c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

BUTCHERS' FAT

Shop Fat.....	\$1.75 per cwt.
Breast Fat.....	2.50 per cwt.
Edible Suet.....	3.50 per cwt.
Indible Suet.....	3.00 per cwt.

GREEN CALFSKINS

	5-9 9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	2.10	2.25	2.30	2.45
Prime No. 2 veals.....	1.90	2.05	2.10	2.15
Buttermilk No. 1.....	1.80	1.95	2.00	
Buttermilk No. 2.....	1.65	1.80	1.85	
Branded gruby.....	.80	1.10	1.15	1.20
Number 3.....	.90	1.10	1.15	1.20

BONES AND HOOFES

	Per ton
	del'd basis.
Round shins, heavy.....	\$62.50
Flat shins, heavy.....	55.00
light.....	52.50
Hoofs, white.....	47.50
black and white striped.....	75.00
	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@26 1/2	@26 1/2
Creamery (90-91 score).....	@25 1/2	@25 1/2
Creamery flats (88-89).....	@23 1/2	@24 1/2

EGGS.

Extra firsts.....	17 1/2 @18
Firsts, fresh.....	17 @17 1/2
Standards.....	@20

LIVE POULTRY.

Fowls.....	11 1/2 @16	14 @20
Springs.....	14 @17	16 @19
Broilers.....	14 @17	13 @18
Old Roosters.....	10 @10 1/2	13 @14
Ducks.....	@15	@12
Geese.....	@18	@22
Turkeys (plain).....	13 @18	

DRESSED POULTRY.

Fowls, 31-47, fresh.....	16 @17	17 1/2 @18 1/2
48-59, fresh.....	17 1/2 @18 1/2	19 @20
60 and up, fresh.....	19 @19 1/2	20 @20 1/2

BUTTER AT FIVE MARKETS

Wholesale prices 92 score Aug. 26 to Sept. 1:

	26	28	29	30	31	Sept. 1
Chicago.....	23 1/2	23 1/2	23 1/2	23 1/2	24	24
New York.....	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
Boston.....	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
Phila.....	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
San Fran.....	27	27	27 1/2	27 1/2	28	28

Wholesale prices carlots—fresh centralised—90 score at Chicago:

House.....	23	23	23	23	23	23
Track.....	23	23	23	23	23	23

Receipts of butter by cities (lb.—gross wt.):

	This week.	Last week.	Since January 1, 1939.	1938.
Chgo.....	4,133,201	3,306,332	214,118,941	215,240,739
N. York.....	3,465,103	3,680,649	182,519,295	204,878,350
Boston.....	610,122	930,569	54,311,478	57,276,508
Phila.....	838,654	713,396	50,876,164	40,999,644
Total.....	9,047,170	8,633,946	511,825,878	527,395,241
Cold storage movement (lbs.—net wt.):				
In.....				
Aug. 30.				
Chicago.....	460,271	398,944	52,999,363	74,633,638
N. York.....	473,996	531,863	37,001,059	39,922,114
Boston.....	13,124	18,523	8,610,591	3,840,880
Phila.....	2,160	21,980	3,155,495	3,000,494
Total.....	940,551	911,310	96,766,508	121,397,126

HIDES AND SKINS

WEEKLY MARKET REVIEW

Advance of 3c paid for all packer hides following outbreak of European war; around 100,000 involved—Hide futures erratic but sharply higher—Light calfskins sold $2\frac{1}{2}$ c higher; kips up $4\frac{1}{2}$ c—Pacific Coast and South American hide markets 3c higher.

Chicago

PACKER HIDES.—A sensational advance of full three cents per pound was established on all descriptions of packer hides this week. Total sales of about 65,000 hides were reported in the Chicago market, mostly Aug. take-off but with some Julys included; unreported sales and bookings are known to have totalled at least 30,000 more so far, bringing the total in the local market to around 95,000 hides. In addition, outside independent packers moved around 25,000 hides.

While the market showed strengthening tendencies at the close of last week, the actual outbreak of hostilities in Europe was reflected in a broad speculative interest in practically all commodity markets. Hide futures were somewhat erratic in the advance, at times being up the full limit permitted of 200 points throughout most of the day; on other days, futures ranged from 85 points up to 41@55 points lower at the close of the day. Futures at present are 142@163 points over last Friday's close, but considerably below parity with the spot market; this condition is accounted for in part by the fact that exchange warehoused hides comprise in large part stock of 1934-1935 drought period take-off. The fairly closely sold up position of the spot market leaves actual hides in a strong position.

One packer sold 2,800 mostly Aug. native steers at 14c, and 900 Aug. extreme light native steers at $14\frac{1}{2}$ c.

Sales of 12,000 butt branded steers were reported at 14c, and 7,000 Colorados at $13\frac{1}{2}$ c; 5,000 heavy Texas steers moved at 14c; light Texas steers are quotable at 13c nom., and extreme light Texas steers at $13\frac{1}{2}$ c. Two outside packers sold total of 12,000 native and branded steers same basis. Bids of 14c now being declined for native steers.

One lot of 2,700 May forward heavy native cows sold at $13\frac{1}{2}$ c, but 14c is obtainable for current take-off; an outside packer sold some at 14c. Total of 8,000 Aug. light native cows sold at 14c; 5,000 St. Paul July-Aug. light cows sold early at $13\frac{1}{2}$ c, with 300 Junes included at $13\frac{1}{2}$ c; Association sold 1,000 Aug. light native cows at 14c, and two outside packers late this week sold 8,700 also at 14c, and bid. Packers sold 7,000 July-Aug. branded cows at $13\frac{1}{2}$ c, and 7,500 more were known to have been booked or sold

same basis; Association sold 1,000 Aug. branded cows, and an outside packer 3,400 more, all at $13\frac{1}{2}$ c.

An outside packer sold two cars Feb. forward native bulls at end of last week at $8\frac{1}{2}$ c; Association sold a car Aug. native bulls at 10c. Later, 1,000 packer native bulls of current salting sold at $10\frac{1}{2}$ c; branded bulls are nominal at $9\frac{1}{2}$ c.

The market in general is fairly closely sold up and, barring any general up-set in commodity markets based on war news, appears to be in a strong position. Part of the advance in hide prices is offset by the sharp advances paid this week for live cattle.

LATER: Packer sold 8,000 native cows at $13\frac{1}{2}$ c for May-June heavies and 14c for July-Aug., and 14c for July-Aug. lights; these prices now bid.

OUTSIDE SMALL PACKER HIDES.—Market sharply higher on outside small packer all-weight natives. Three or four cars Aug. take-off moved at 13c, selected, Chgo. freight, for natives, brands $\frac{1}{2}$ c less; car or so of fairly light average reported to have sold at $13\frac{1}{2}$ c. Bulls range $9@9\frac{1}{2}$ c usually for natives and $8\frac{1}{2}@9$ c for branded bulls.

PACIFIC COAST.—Trading opened in the Coast market at a three-cent advance, when Los Angeles and Vernon packers sold 20,000 July-Aug. hides at 12c, flat, for steers and cows, f.o.b. Los Angeles; further trading increased the total to 30,000 hides, with further business pending.

FOREIGN WET SALTED HIDES.—The South American market was established at a three-cent advance late mid-week when 12,000 Argentine frigorifico standard steers moved at 80 pesos, equal to 12-11/16c, c.i.f. New York; further trading pending that basis.

COUNTRY HIDES.—Prices were advanced in the country market but no trading is coming to light as yet. Buyers cannot get offerings, as collectors are unable to buy hides at outside points and are unwilling to offer their rather light holdings at present. Untrimmed all-weights are quoted in a nominal way around 11c, selected, del'd Chgo., some quoting $10\frac{1}{2}@11$ c. Heavy steers and cows strictly nominal around $9@9\frac{1}{2}$ c trimmed. Buff weights are quoted $11@11\frac{1}{2}$ c trimmed. Extremes are talked around $12\frac{1}{2}@13$ c for good trimmed stock. Bulls listed $7@7\frac{1}{2}$ c nom. Glues quoted $7\frac{1}{2}@8$ c. All-weight branded hides quoted $9@9\frac{1}{2}$ c, some talking up to 10c.

CALFSKINS.—Packer calfskins scored a sharp advance this week. One packer had moved 3,200 Aug. light calf under $9\frac{1}{2}$ lb. near the close of last week at $17\frac{1}{2}$ c, the full asking price and a cent over the earlier bid. This week, one packer sold 2,000 and another 3,000

Aug. light calfskins at 20c. Heavy calf, $9\frac{1}{2}/15$ lb., are quoted in a nominal way around 21c, as against last paid figure of $18\frac{1}{2}$ c for northern and $17\frac{1}{2}$ c for River points.

Trading is awaited to establish values on city calfskins. Bids are in the market at 17c for 8/10 lb. and 19c for 10/15 lb., or two cents advance, but no offerings reported so far; collectors feel they could obtain another cent advance if offerings were available. Outside cities, 8/15 lb., are nominal around 18c; straight countries priced $13\frac{1}{2}@14$ c, flat. Chicago city light calf and deacons nominal around \$1.20, as against \$1.10 last paid.

KIPSKINS.—Advances of $4@4\frac{1}{2}$ c were paid for packer kipskins this week. One packer moved 11,000 Aug.-Sept. kips at 20c for northern natives, 19c for northern over-weights, with southern 1c less, and branded kips at 17c.

Chicago city kipskins sold last week at 14c but the market is quoted nominally $16@17$ c at present pending trading to establish market; none offered at present. Outside cities are nominal around 16c; straight countries priced $12@12\frac{1}{2}$ c, flat.

Packer Aug. regular slunks last sold at 80c but market higher in a purely nominal way pending offerings.

HORSEHIDES.—Trading is awaited to establish the market on horsehides. Holders are unwilling to offer hides around buyers' ideas of value. In a nominal way, good city renderers with manes and tails are quoted $\$3.75@4.00$, selected, f.o.b. nearby points; ordinary trimmed renderers nominal around $\$3.50@3.75$, del'd Chgo; mixed city and country lots $\$3.10@3.35$, Chgo.

SHEEPSKINS.—Dry pelts quoted only nominally around $17@19$ c per lb., del'd Chgo.; no offerings around. Packer shearlings are in very light production and no offerings reported; last trading prices of $85@87\frac{1}{2}$ c for No. 1's, $55@57\frac{1}{2}$ c for No. 2's and $35@37\frac{1}{2}$ c for No. 3's probably have no bearing on the present market, which is quotable only nominally pending trading. Car of Sept. native spring lamb pelts reported by buyer late this week at \$1.25 each, equal to \$1.50 per cwt. live lamb, for stock from nearby section; others quote in a range of $\$1.50@1.65$ per cwt. live lamb.

LATER: Local packer reports selling small car No. 1 shearlings at \$1.00; also sold pickled skins to average $\$4.62\frac{1}{2}@4.75$ per doz.

New York

PACKER HIDES.—A Jersey City and also a Brooklyn packer sold Aug. butt branded steers this week at 14c, in line with the sharp advance in the western market. Natives are nominal at 14c, Colorados at $13\frac{1}{2}$ c.

CALFSKINS.—In the absence of trading by either collectors or packers so far this week, and the lack of offerings, it is difficult to quote calfskins. Pending trading to establish values, some quote the market in a nominal way $15@25$ c over last week's figures.

NEW YORK HIDE FUTURES

Saturday, Sept. 2.—Close: Sept. 11.40 n; Dec. 11.74@11.80; Mar. 12.10; June 12.40 n; Sept. (1940) 12.70 n; 457 lots; 41@55 lower.

Monday, Sept. 4.—Holiday.

Tuesday, Sept. 5.—Close: Sept. 13.40 b; Dec. 13.74; Mar. 14.10 b; June 14.40; Sept. (1940) 14.70 b; 244 lots. Closing 200 higher.

Wednesday, Sept. 6.—Close: Sept. 13.16 n; Dec. 13.50@13.53; Mar. 13.85; June 14.15 n; Sept. (1940) 14.45 n; 705 lots; 24@25 lower.

Thursday, Sept. 7.—Close: Sept. 13.37 n; Dec. 13.77; Mar. 14.10@14.00 sales; June 14.44; Sept. (1940) 14.74 n; 356 lots; 21@29 higher.

Friday, September 8.—New: Sept. 13.16 n; Dec. 13.60@13.72; Mar. 14.05; June 14.30 n; September 14.60 n; 424 lots. Closing 5@17 lower.

CHICAGO HIDE FUTURES

Saturday, Sept. 2.—Dec. 11.75; June 11.10 n; 2 lots; unchanged to 32 lower.

Monday, Sept. 4.—Holiday.

Tuesday, Sept. 5.—Close: Dec. 13.74; June 11.10 n; 3 lots. Unchanged to 199 higher.

Wednesday, Sept. 6.—Close: Dec. 13.60 ax; June 11.10 n; unchanged to 14 lower. One sale in Dec. at 14.20.

Thursday, Sept. 7.—Close: Dec. 13.80 ax; June 14.50 ax; 20@340 higher. One sale in Dec. at 14.10; one in June at 14.50, another at 14.68.

Friday, September 8.—Close: June 14.50 n; December, 13.20 n; no sales; closing unchanged.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Sept. 2, 1939, were 4,216,000 lbs.; previous week 3,974,000 lbs.; same week last year, 3,885,000 lbs.; from Jan. 1 to date 163,949,000 lbs.; a year ago, 157,471,000 lbs.

Shipments of hides from Chicago for week ended Sept. 2, 1939, were 6,909,000 lbs.; previous week 5,473,000 lbs.; same week last year, 4,323,000 lbs.; from Jan. 1 to date 161,936,000 lbs.; a year ago, 149,297,000 lbs.

TO DISCUSS GAS STORAGE

Gas storage of meats will be one of the subjects discussed at a two-day air conditioning conference to be held at Lehigh University, Bethlehem, Pa., on November 10 and 11. The conference will be under the sponsorship of the American Society of Refrigerating Engineers. Gas storage of meats will be considered at an afternoon session devoted to air conditioning of perishables.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog products were active and strong, lard rallying 3c per lb. from season's lows before upturns were halted by profit taking with some hedge selling and less aggressive cash demand. Both domestic and export were on the rise. Hogs eased 40c to \$8.60, top.

Cottonseed Oil

Cottonseed oil eased about 1/8c from best levels on realizing, with less demand from shorts and selling inspired by government cotton crop estimate of 12,380,000 bales, compared to 11,400,000 bales a year ago. Cash trade reports very large business in the past ten days, although refiners are not taking all the business offered. Refiners today priced regular shortening at 9 1/4c and winter oil at 9 1/4c, drums, after not quoting the past few days. From present outlook September consumption will run considerably over 400,000 bbls.

Quotations on bleachable cottonseed oil at close of market on Friday were: Sept. 6.95@7.10; Oct. 7.00 sale; Dec. 7.19@7.20; Jan. (1940) 7.25@7.28; March 7.37@7.39; 315 lots; closing easy.

Tallow

New York extra tallow nominally quoted at 5 1/2@6c with offerings withdrawn. Some extra tallow was sold on Thursday at 6 1/2c, delivered, and 6 1/4c was bid.

Stearine

Stearine was quoted at 9c lb. nom.

Friday's Lard Markets

New York, September 8, 1939.—Prices are for export. Lard, prime western, 8.25@8.75c; middle western, 8.25@8.75c; city, 9@9 1/4c, refined continent, 9.75c; South American, 10.00c; Brazil kegs, 10.25c; shortening 9.75c carlots.

Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 25-cent stamp:

The National Provisioner
407 So. Dearborn St., Chicago, Ill.

Please send me copy of directions for take-off and curing of hides and skins.

Name

Street

City

(Enclosed find 25c in stamps.)

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Sept. 8, 1939, with comparisons:

	Week ended Sept. 8.	Prev. week.	Cor. week, 1938.
Hvy. nat. str.	@14b	@11	@12
Hvy. Tex. str.	@14	@11	@11 1/4
Hvy. butt brnd'd str.	@14	@11	@11 1/4
Hvy. Col. str.	@13 1/2b	@10 1/2	@11
Ex-light Tex. str.	@13 1/2	@10 1/2	@11
Brnd'd cows...	@13 1/2	@10 1/2	10 1/2 @11
Hvy. nat. cows...	@14	@11	@11 1/4
Lt. nat. cows...	@14b	@11	11 1/4 @11 1/4
Nat. bulls...	@10 1/2	@7 1/2	@8 1/2
Brnd'd bulls...	@9 1/2	@6 1/2	@7 1/2
Calfskins...	@21	17 1/2 @18 1/2	17 1/2 @19
Kips, nat...	@20	@15 1/2	9 @15 1/2
Kips, ov-wt...	@19	@14 1/2	@14 1/2
Kips, brnd'd...	@17	@13	@13
Slunks, reg...	@80	@60	@70
Slunks, hris...	@50n	40 @45	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts...	13 @13 1/2	9 1/2 @10	@9 1/2
Branded...	12 1/2 @13	9 @9 1/2	@9
Nat. bulls...	9 @9 1/2	6 1/2 @7	7 @7 1/2
Brnd'd bulls...	8 1/2 @9	6 @6 1/2	6 1/2 @7
Calfskins...	17 @19b	14 1/2 @17	13 1/2 @15
Kips...	16 @17n	@14	@13
Slunks, reg...	@75	@55n	60 @65n
Slunks, hris...	35 @40n	@35n	30 @35n

COUNTRY HIDES.

Hvy. steers...	9 @9 1/2n	@7 1/2n	6 1/2 @7
Hvy. cows...	9 @9 1/2n	@7 1/2n	6 1/2 @7
Bufs...	11 @11 1/2	8 1/2 @8 1/2	7 1/2 @8
Extremes...	12 1/2 @13	10 1/2 @11	9 @9 1/2
Bulls...	7 @7 1/2	5 @5 1/2	5 1/2 @6
Calfskins...	13 1/2 @14	@11	10 1/2 @11
Kipskins...	12 @12 1/2	10 1/2 @10 1/2	9 @9 1/2
Horsehides...	3.10 @4.00n	2.90 @3.50	2.25 @2.90

SHEEPSKINS.

Pkr. shearlgs...	87 1/2 @95n	85 @87 1/2	80 @85
Dry pelts...	17 @19n	16 @16 1/2	13 @13 1/2

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended September 2, 1939, were:

	Week Sept. 2	Previous Week	Same Time '38
Cured meats, lbs.	18,446,000	18,392,000	18,848,000
Fresh meats, lbs.	49,305,000	42,721,000	45,575,000
Lard, lbs.	6,985,000	6,831,000	2,494,000

BRITISH PROVISION MARKETS

Liverpool, September 7, 1939.—Liverpool provision market closed. Private advices from Glasgow report general provision market firm. Improved demand at firmer prices for A.C. hams and lard.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to September 7, 1939: To the United Kingdom, 38,031 quarters; to the Continent, 22,452. A week ago to the United Kingdom, 60,359 quarters; to the Continent, 19,951.

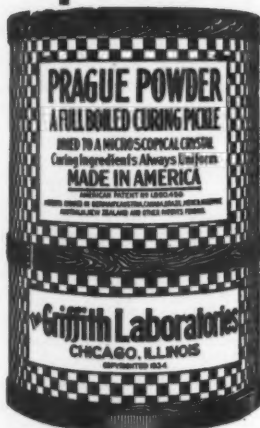
MEAT AND LARD EXPORTS

Exports through port of New York during week ended September 7, were 241,870 lbs. of lard, and 291,800 lbs. of bacon.

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

PRAGUE POWDER is a Pre-Prepared Pickle Dried to Powder



FOR TENDER HAMS

Artery Pump your hams exactly 10% of their weight with PRAGUE POWDER Pickle.

Then rub with the PRAGUE POWDER Dry Curing Mixture* and leave in dry cure as instructed.

Smoke according to GRIFFITH'S recommended schedule of Controlled Time and Temperatures.

FOR TENDER BACON

Rub PRAGUE POWDER Dry Curing Mixture* on your fresh or frozen bellies; pack tightly and leave in cure as instructed.

Smoke according to GRIFFITH'S recommended schedule of Controlled Time and Temperatures.

* Formulas for all pumping and cover pickles, Dry Curing and Holding Mixtures for Hams, Picnics, Bacon, Butts, Corned Beef, Tongues, Smoked Sausage Meats, etc., are contained in the PRAGUE POWDER Booklet — a copy will be furnished upon request.

THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory: 35 Eighth St., Passaic, New Jersey

Canadian Factory and Offices: 1 Industrial St., Leaside, Toronto 12, Ontario



Meat Inspectors' Approval — Extra Wear — Sanitation . . . Features That Make Standard Stainless Steel Chutes Worth More.

More and more meat packers are installing Standard Stainless Steel Spiral Chutes for fast, clean handling between floors. The slight additional cost of stainless steel for this service is more than offset by the extra wear — the extra sanitation — the fact that these chutes meet all inspectors' requirements.



Write for complete information covering these and other Standard equipment for packing plants.

STANDARD
CONVEYOR COMPANY

General Offices
North St. Paul, Minn.

Wallace Urges Caution

(Continued from page 10.)

254,000,000 bu., and that the present large corn carryover will make the total 1939-40 corn supply even larger than the 1938-39 supply of 2,900,000,000 bu.

Corn and wheat is being held by farmers under loan and will be available for feeding if the demand for pork and other livestock products rises sharply in the near future. These supplies, the Secretary said, remove the necessity for increased planting that might ultimately be ruinous. Furthermore, the corn supply is a protection against any food shortage that might be caused by drought in 1940 or succeeding years.

Livestock Increase Expected

"Supplies of meat animals are expected to be larger next year," stated the Secretary. "Inspected slaughter of hogs in 1939-40 probably will be 7,000,000 head greater than during 1938-39. The total number of cattle on January 1, 1940 is expected to be about 1,000,000 head larger than a year earlier, although the total slaughter for 1940 may be the same, or slightly smaller than for 1939.

"Combined supplies of cottonseed oil, lard, and soybean oil available for home consumption will be larger during the rest of this year and 1940 than for 1938."

The Secretary said these facts and others must convince farmers that it will be possible to meet all demands for farm products; that it will be possible to avoid over-expansion of the farm plant such as occurred during the World War period; and that it will be possible to cushion the shocks of the readjustment which will be inevitable if the present conflict continues over any lengthy period and on any large scale.

1939 AND 1914 STOCKS

Total meats and lard stocks at the five markets of Chicago, St. Louis, East St. Louis, St. Joseph and Milwaukee on August 31, 1939, were:

	Meats, lbs.	Lard, lbs.
July 31, 1939.....	109,344,000	98,407,000
August 31, 1939.....	88,158,000	81,990,000

Stocks at Chicago, Kansas City, Omaha, Milwaukee and St. Joseph in 1914 were:

	Bbld. pork, lbs.	Cut meats, lbs.	Lard, lbs.
July 31, 1914....	21,643,000	204,172,000	89,078,000
Aug. 31, 1914....	18,049,000	171,256,000	75,989,000

The above stocks reports are not strictly comparable, but no U. S. stocks reports are available for the 1914 period. On July 31, 1939, U. S. stocks of pork totaled 454,958,000 lbs. and lard stocks amounted to 139,941,000 lbs. Reports on U. S. stocks on August 31 are expected to show a considerable decrease compared with that of a month earlier.

War and the Packer

(Continued from page 9.)

provement in his business; however, at no time should he forget that the war is responsible. He must remember that day-to-day profitable turnover is far more desirable than accumulation on a speculative basis. One method of operation guarantees returns; the other has the fascination of chance, but much less assurance.

Another matter of importance for the packer executive to keep before him at all times is that his profits will be largely paper ones, and that, sooner or later, he can lose on his day-to-day turnover and on his inventories just as rapidly as he profited on the upturn.

Provision of a substantial reserve against the inevitable readjustment, whether it comes in days, months or years, should not be deferred.

The present is a time of excitement, wide price fluctuations and the visualization of better and more profitable business. It is also a time when conservatism and good judgment are very desirable.

RESTAURANT CONVENTION

Armour, Swift and Wilson are meat packers exhibiting at the annual convention of the National Restaurant Association to be held in Chicago on October 2 to 6 at the National Restaurant Mart. Also exhibiting meats and meat products are Pfaelzer Bros., John P. Harding Market Co., LaChoy Food Products, Inc., and New City Packing & Provision Co. Frosted foods are being shown by Frosted Foods Sales Corp. and Honor Brand Frosted Foods; shortening by Procter & Gamble and Wesson Oil & Snowdrift, and meat processing equipment by Cube Steak Machine Co., John E. Smith's Sons Co., U. S. Slicing Machine Co. and Jim Vaughan Company, meat cutting machines.

MEAT'S DIETARY VALUE

Meat has been found to be the richest known source of nicotinic acid, R. C. Pollock, general manager of the National Live Stock and Meat Board, said recently in reporting on results of meat research supported by the Board. At the University of Wisconsin, studies made during the past three years have developed this fact. "Nicotinic acid prevents and cures the disease pellagra," Mr. Pollock said.

MORE POULTRY CANNED

Twenty per cent more poultry was canned or used in canning during July than in July, 1938. Quantity canned by 17 companies in July this year was 4,189,289 lbs. The same companies canned 3,490,738 lbs. of poultry in 1938.

CURE BACON WITH AVENEX

TO PROTECT ITS FRESH-SMOKED
FLAVOR AND BOOST PROFITS!

GET
FREE
SAMPLE

To test the value of AVENEX in your own plant write today for FREE sample to: THE QUAKER OATS COMPANY, 17 Battery Place, New York City.

By adding AVENEX, an edible oat product, to your dry bacon curing mix you delay the development of rancidity and help retain the fresh-smoked flavor.

During recent years State Experiment Stations have repeatedly tested AVENEX and published many scientific reports on its value in retaining freshness in food products including meats. Reprints of these reports are available. Write for them today.

AVENEX also has proved valuable in retarding rancidity of fat backs, pork trimmings and pork sausage, both seasoned and unseasoned. Thus AVENEX helps you reduce waste and increase sales and profits.

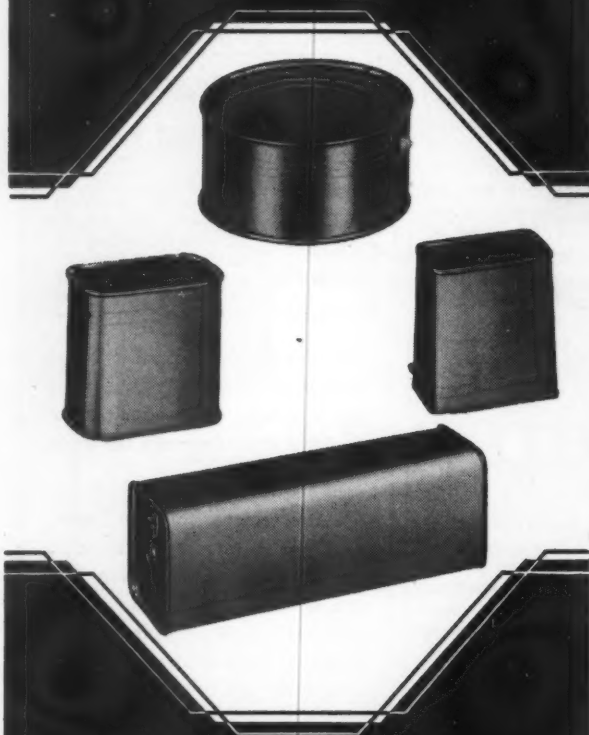
For Extra Surface Protection
Wrap Bacon and Lard
in Avenex Papers

AVENEX treated papers including parchment, greaseproof and glassine, are now available through your regular suppliers. AVENEX papers are a fine extra precaution because they retard surface oxidation and rancidity of lard, sliced bacon and other fatty meat products.

THE QUAKER OATS COMPANY
17 BATTERY PLACE, NEW YORK CITY

AVENEX
THE PURE FOOD ANTIOXIDANT

Meats



*M*any and varied are the shapes and sizes of containers which Continental makes for products, where freedom from deterioration and convenience in usage is the first consideration.

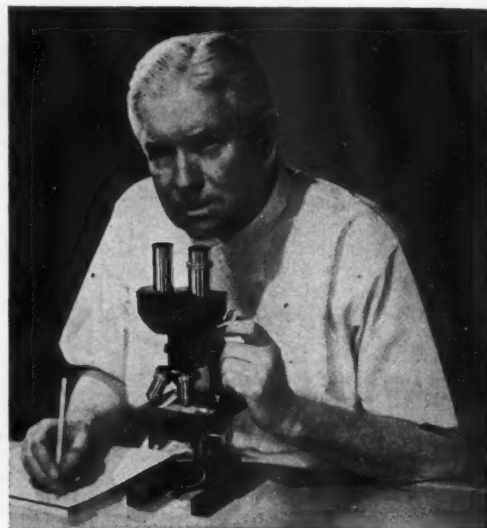
If you have a problem in packaging your product, may we suggest that you consult Continental. A representative will be glad to call any time.



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New York • Chicago • San Francisco • Montreal • Toronto • Havana

On Finding a Formula That Works



● You work out the best possible formulas to make your products uniformly right. Yet just one ingredient—salt—often taken too much for granted, can be an offender that upsets both formula and products, because salt purity can vary much more than you may realize. Why take the risk?

As America's oldest refiners of pure salt, we have so thoroughly standardized Worcester quality that *uniform purity* is a certainty. Stick to Worcester Salt and you will have one ingredient that will never cause you worry, *for every pound is always like the last.*

Remember, too, that a very important part of the duties of our laboratory men is to work with you and for you whenever you have any special requirement. **WORCESTER SALT COMPANY, America's Oldest Refiners of Pure Salt, 40 Worth Street, New York, U.S.A.**

Worcester Salt

to new machinery, equipment and supplies

REFRIGERANT GAS PURGER

A new development in refrigerant gas purgers, which may be used as a purger or as a combination expansion valve and purger, is shown in accompanying illustration. This unit, manufactured by the Armstrong Machine Works, Three Rivers, Mich., removes air and incondensable gases from refrigerating systems using any common refrigerant except CO₂. It is said that it works automatically, removes air and incondensable gases to near the vanishing point and allows only a minimum amount of refrigerant gas to escape.

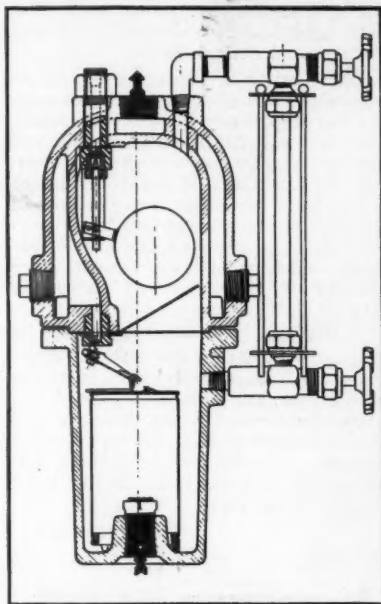
Unit consists of an inverted bucket and valve mechanism in lower half and a ball float and needle valve in upper jacketed dome. It is connected to high side receiver to take gas from top of receiver and just enough liquid from bottom of receiver to keep cooling jacket filled.

Refrigerant gas and a small amount of liquid refrigerant enter purger at bottom. Inverted bucket mechanism allows liquid to enter purger jacket at suction pressure, which causes refrigerant to boil and chill liquid within purger dome. Gas passes through vent in inverted bucket and rises through chilled liquid. Refrigerant gas condenses, while air collects at top, depressing liquid level until ball float sinks and opens air relief valve. When air is purged, all gas passing through bucket vent is condensed and air relief valve remains closed.

If used as a combination expansion valve and purger, the unit is connected directly to bottom of condenser. It takes liquid refrigerant as fast as it forms and discharges it into low side evaporator. This flow brings any air present into purger, where it is collected and discharged from upper chamber.

BRASS GATE VALVES

A four page circular—No. 311—being released by the Crane Co., Chicago, describes its new line of 200-lb. brass gate valves made with wedge disc, union bonnet and rising stem. Complete information is given on the valves, known as 422 and 423. They are identical except for the body. No. 422 has seats cast integral with the body and No. 423 has renewable body seat rings. The valves have wide application, according to the circular, and are recommended for steam, water, oil or gas lines. It is pointed out that there is added utility in twin-like design of the valves as interchangeability of working parts cuts need for spares.



REMOVES INCONDENSIBLE GASES

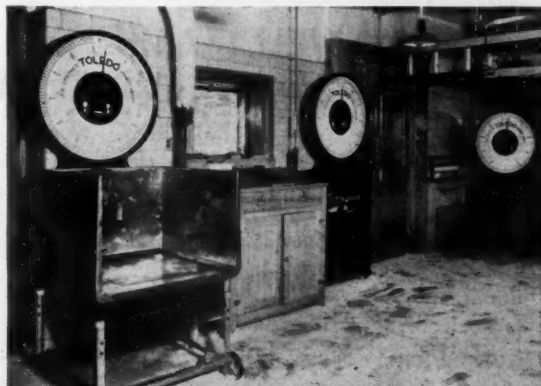
New unit may be used as a purger or as a combination purger and expansion valve and works automatically.

WEIGHING MEATS IN MARKET

Three big scales, each with a 600-lb. capacity, were recently installed in the Gutfreund Olympia Market, New York City. Each of the weighing devices performs a specific weighing task. A track scale (overhead load beam) is used to weigh beef and take care of any outgoing shipments carried on the load track. A floor scale handles barrel shipments going to customers. The third scale, mounted on an adjustable wheeled stand, acts as a mobile unit. It has a specially constructed stainless

WEIGHING EFFICIENCY

Three types of scales for weighing all kinds of products contribute to speed, accuracy and efficiency in this shipping room. Floor scale at right is used for weighing product in boxes and barrels, one in center for weighing carcasses and quarters on the rail and scale at left for loose meats. Each scale has 600-lb. capacity.



steel pan for weighing large quantities of assorted cuts. Because many of Gutfreund's customers make their purchases personally, large 28" dials are used on the scales, so that a ready check may be made on the weighing operations. The equipment was purchased from the Toledo Scale Co.

FLASHES ON SUPPLIERS

BAKER ICE MACHINE CO.—J. M. Fernald, general manager, announces that James Goggins has joined the company as head of its transportation department. Mr. Goggins will supervise engineering, sales and installation of refrigerating equipment in trucks and air conditioning equipment in busses and trains. He has been closely associated with Baker Ice Machine Co. as air conditioning engineer of the Union Pacific Stages and Interstate Transit Lines.

CRANE CO.—P. R. Mork, vice president of the Crane Co., has announced promotion of H. H. Simmons, advertising manager, to manager of advertising and sales promotion, succeeding Russell G. Creviston. Mr. Creviston has been named director of trade relations for the company, a newly created post.

ANCHOR HOCKING GLASS CORP.—G. Fred Rieman, vice president of Anchor Hocking Glass Corp., will assume a general executive position with Ball Brothers Co., Muncie, Ind., manufacturers of Mason jars and an important factor in the general glass container field. He will begin his new duties about October 1.

JOHNS-MANVILLE CORP.—Resignation of H. E. Manville, sr., as chairman of the board and director of Johns-Manville Corp. has been announced. Mr. Manville's resignation was due to ill health. His post will not be filled.

LIVE STOCK MARKETS

WEEKLY REVIEW

August Market Prices Escape War Influence

AUGUST livestock markets were unaffected by the war news which broke so soon after the close of the month and made such marked changes in livestock prices at leading markets, particularly hog prices. At Chicago, hog prices averaged \$5.60 during August, which was 40c under July and \$1.65 under last December. A year ago the August average was \$7.80 and two years ago, \$11.85. Top for the month was \$7.10. Supply was one of the major depressing factors during the month this year, with receipts at 11 markets of 1,078,000 head the largest for the month since 1934.

A feature of the August hog trade was the demand for lard hogs, which was strong enough to increase the price of heavy butchers and good sows from \$1.25 to \$1.75 in two weeks' time. Part of this rise was accounted for by the gradual decline in receipts of hogs of this type and part of it by the undercurrent of unrest so apparent in Europe and the belief that if war broke out there would be a materially broadened export demand for pork meats and lard.

Hogs Decline, then Advance

The low level of hog prices that prevailed during the first two weeks of the month pulled prices to the low average of \$5.60. During the last half of the month prices on all good kinds registered strong increases, although nothing so marked as has taken place during the early days of September.

In the cattle market, quality was unusually high and bulk of the runs consisted of good steers with cows, heifers and grass steers in small supply. Demand for feeder cattle was strong, attributed to the plentiful supply of most kinds of feeds. Steers topped at

Chicago at \$10.75, paid for weighty kinds, with the average at \$9.20. Fat cows and heifers averaged \$7.35 and canners and cutters \$4.30.

Lamb prices at Chicago showed considerable fluctuation during the month, the top dropping to \$8.15 at mid-month, then increasing to \$9.40 by the close of the period. Marketings included considerable numbers of fed Texas lambs which were somewhat under natives in quality and contributed to a lower market. Average price for the month was \$8.60, which while lower than in other months of 1939 was 20c above the August, 1938, average.

Cattle and hogs averaged heavy in August at Chicago, the cattle average being 1,010 lbs., heaviest for any month of the year, and hogs at 285 lbs., 5 lbs. above July and heavier than for any month of 1939 to date. Calves averaged 144 lbs., exceeded only in January and February, 1939, and lambs 84 lbs., third lowest of the year.

STEER WEIGHTS AND PRICES

Beef steers sold at Chicago during August, 1939, totaled 89,841 head, falling into the following grades:

43.7 per cent choice and prime
41.9 per cent good
10.7 per cent medium
3.7 per cent common

Average weight and average price of each grade were as follows:

	Av. wt., lbs.	Av. price.
Choice and prime.....	1,145	\$9.51
Good	1,004	9.03
Medium	959	8.11
Common	941	6.61

Watch the Classified Advertisements page for good men.

HOGS HEAVIER THIS AUGUST

At most of the large packing centers hogs received during August were heavier than in August a year ago but the price per cwt. was considerably less. Omaha was the exception, so far as weight was concerned, with the average for the month at 290 lbs., while a year ago hogs there averaged 298 lbs. Average weight at six large centers during August this year compared with a year ago was:


	Aug., 1939, lbs.	Aug., 1938, lbs.
Chicago	289	287
Kansas City	234	228
Omaha	290	298
East St. Louis	226	213
St. Paul	262	258
Wichita	209	209
St. Joseph	236	224

Average prices of hogs for the month at five large markets with comparisons, were as follows:

Chicago	\$5.52	\$7.76
Kansas City	5.67	8.45
Omaha	5.02	7.81
East St. Louis	6.10	8.72
St. Paul	5.20	7.41

PACKERS BUY SHOW STOCK

Of the 321 head of 4-H club baby beeves exhibited at the Iowa State Fair at Des Moines recently, Rath Packing Co., Waterloo, bought 78 head at prices ranging from \$9.75 to \$12.00. Wilson & Co., Cedar Rapids, bought 45 heads at \$10.50 to \$12.00; John Morrell & Co., 43 head at \$9.75 to \$11.50. Morrell also bought the grand champion, an Angus, for which the company paid 50c per lb. Jacob E. Decker & Sons, Mason City, bought 43 head at \$9.75 to \$11.25 and New York Butchers Dressed Beef Co., 27 head at \$10.25 to \$11.75. Of the 131 lambs auctioned, the average price was \$12.30 per cwt. The grand champion lamb sold for 65c per lb.



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BEMIS BROS. BAG CO. • ST. LOUIS • BROOKLYN

CORN BELT DIRECT TRADING

(Reported by U. S. Agricultural Marketing Service.)

Des Moines, Ia., September 7, 1939.—At 17 concentration points and 10 packing plants in Iowa and Minnesota hog demand was very active and early receipts light; later in week the trade was very slow and movement much heavier. Compared with a week ago, closing prices on Thursday were unevenly \$1.25 to \$1.65 higher than last week's close.

Good to choice butchers, 200-240-lb., \$7.50@8.15, but relatively few over \$8.00; 240-270-lb., \$7.30@7.95, few to \$8.05; 270-300-lb., \$7.00@7.75; 300-330-lb., \$6.80@7.35; 330-360-lb., \$6.60@7.10; 160-200-lb., \$7.00@8.00. Sows, 330-lb. down, \$6.50@7.15, 330-400-lb., \$6.20@6.90; 400-500-lb., \$5.75@6.50.

Receipts at Corn Belt markets for week ended September 7:

	This week.	Last week.
Friday, Sept. 1.....	31,200	14,000
Saturday, Sept. 2.....	14,100	10,000
Monday, Sept. 4.....	Holiday	25,500
Tuesday, Sept. 5.....	9,900	10,500
Wednesday, Sept. 6.....	4,400	14,900
Thursday, Sept. 7.....	5,700	29,700

RECEIPTS AT CHIEF CENTERS

Receipts for week ended September 2:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 2.....	204,000	322,000	326,000
Previous week	201,000	298,000	325,000
1938	254,000	371,000	413,000
1937	234,000	234,000	353,000
1936	280,000	325,000	343,000

At 11 markets:	Hogs.
Week ended Sept. 2.....	258,000
Previous week	242,000
1938	259,000
1937	176,000
1936	257,000
1935	148,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 2.....	149,000	218,000	202,000
Previous week	148,000	199,000	207,000
1938	174,000	189,000	236,000
1937	168,000	135,000	204,000
1936	216,000	209,000	213,000
1935	194,000	122,000	209,000

LIVESTOCK PRICES ADVANCE

All livestock prices were much higher this week than a week earlier, butcher hogs registering a gain at Chicago of \$1.75 to \$2.25 and sows \$1.00 and up. Steers and yearlings, grading good and better, advanced \$1.00 to \$1.50 with the top on fed steers \$1.60 higher. Yearlings were \$1.70 higher than last week and common and medium grades gained 50c to 75c. Spring lambs closed the period \$1.00 to \$1.25 higher with sheep 25c to 50c higher.

SAUSAGE VARIETIES ENDED

According to a recent report from Berlin, Germany, hundreds of varieties of German sausages will disappear, effective September 11, to be supplanted by a single type of "consolidated" sausage.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 7, 1939, as reported by the U. S. Agricultural Marketing Service.

Hogs (soft & oily not quoted). CHICAGO. NAT. STK. YDS. OMAHA. KANS. CITY. ST. PAUL.
BARROWS AND GILTS:

Good-choice:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
120-140 lbs.	7.00@7.60	8.25@8.65	6.85@7.75	6.50@7.00	7.00
140-160 lbs.	7.45@8.40	8.25@9.00	7.00@8.25	7.75@8.00	7.00@7.75
160-180 lbs.	8.15@8.90	8.75@9.25	7.25@8.75	7.50@8.25	7.75@8.25
180-200 lbs.	8.50@9.10	9.00@9.25	7.50@8.75	7.75@8.40	8.25 Only
200-220 lbs.	8.90@9.25	9.00@9.25	7.50@8.75	8.00@8.40	8.25 Only
220-240 lbs.	8.85@9.25	9.00@9.25	7.50@8.75	8.00@8.40	8.25 Only
240-270 lbs.	8.65@9.15	9.00@9.25	7.50@8.50	7.35@8.35	8.00@8.25
270-300 lbs.	8.45@8.85	8.50@9.15	7.50@8.00	7.10@7.70	7.85@8.00
300-330 lbs.	8.10@8.50	8.35@8.85	7.25@7.75	6.85@7.25	7.35@7.65
330-360 lbs.	7.75@8.20	8.15@8.50	7.10@7.50	6.75@7.00	7.00@7.35

Medium:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
160-220 lbs.	7.25@8.40	7.75@9.00	6.75@7.75	7.25@8.25	7.25@8.00

Good and choice:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
270-300 lbs.	7.75@8.00	7.60@8.00	6.50@7.00	7.25@7.50	7.25 Only
300-330 lbs.	7.35@7.85	7.60@8.00	6.50@6.85	7.15@7.35	7.25 Only
330-360 lbs.	7.25@7.50	7.50@8.00	6.50@6.75	7.00@7.25	7.00@7.25

Good:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
360-400 lbs.	7.10@7.35	7.50@7.90	6.50@6.75	6.75@7.10	6.90@7.90
400-450 lbs.	6.90@7.15	7.35@7.80	6.35@6.75	6.50@7.00	6.75@6.90
450-500 lbs.	6.75@7.00	7.25@7.70	6.25@6.50	6.25@6.75	6.60@6.90

Medium:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
250-350 lbs.	6.50@7.50	7.00@7.75	6.00@6.50	6.00@7.00	6.35@7.00

PIGS (Slaughter):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Medium and good, 90-120 lbs.	6.50@7.35	7.75@8.35	.....	.....	6.25@8.50

Slaughter Cattle, Vealers and Calves:

STEERS, choice:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
750-900 lbs.	11.00@11.75	10.25@10.75	10.75@11.50	10.50@11.25	10.25@11.00
900-1100 lbs.	11.25@12.00	10.50@11.25	10.75@11.50	10.50@11.25	10.50@11.25
1100-1300 lbs.	11.25@12.00	10.50@11.25	10.50@11.25	10.50@11.25	10.25@11.25
1300-1500 lbs.	11.25@12.00	10.25@11.00	10.50@11.25	10.50@11.25	10.25@11.25

STEERS, good:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
750-900 lbs.	10.00@11.25	9.50@10.50	10.00@10.75	9.50@10.50	9.25@10.50
900-1100 lbs.	10.00@11.25	9.50@10.50	10.00@10.75	9.50@10.50	9.25@10.50
1100-1300 lbs.	10.00@11.25	9.25@10.50	9.75@10.75	9.50@10.50	9.25@10.50
1300-1500 lbs.	10.00@11.25	9.25@10.25	9.50@10.50	9.50@10.50	9.25@10.25

STEERS, medium:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
750-1100 lbs.	8.75@10.00	8.00@9.50	8.75@10.00	7.75@9.50	8.25@9.25
1100-1300 lbs.	8.25@10.00	7.75@9.25	8.25@9.75	7.75@9.50	8.00@9.25

STEERS, common:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
750-1100 lbs.	7.00@8.25	7.00@8.00	7.00@8.25	6.75@7.75	7.25@8.25

STEERS, HEIFERS AND MIXED:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Choice, 500-750 lbs.	10.50@11.25	10.25@10.75	10.50@11.00	10.50@11.00	10.00@10.75
Good, 500-750 lbs.	9.50@10.50	9.25@10.25	9.50@10.50	9.25@10.50	9.25@10.25

HEIFERS:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Choice, 750-900 lbs.	10.50@11.00	10.25@10.75	10.25@11.00	10.50@11.00	9.75@10.50
Good, 750-900 lbs.	9.50@10.50	9.25@10.25	9.50@10.25	9.25@10.50	9.00@10.00
Medium, 500-900 lbs.	8.25@9.50	8.25@9.50	8.25@9.50	8.00@9.25	7.75@9.00
Common, 500-900 lbs.	6.50@8.25	6.75@8.00	6.75@8.25	7.00@8.00	6.50@7.75

COWS, all weights:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good	7.00@8.00	7.00@7.75	7.00@7.75	7.00@7.75	7.00@7.75
Medium	6.25@7.00	6.25@7.00	6.25@7.00	6.25@7.00	6.50@7.00
Cutter and common	5.25@6.25	5.25@6.25	5.25@6.25	5.00@6.25	5.25@6.50
Canner (low cutter)	4.25@5.25	4.25@5.25	4.50@5.25	4.25@5.00	4.00@5.25

BULLS (Ylgs. Excl.), all weights:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Beef, good	7.25@8.00	7.25@7.75	7.25@8.00	7.10@7.35	7.50@8.00
Sausage, good	7.25@7.75	6.50@7.25	7.00@7.50	7.00@7.25	7.25@7.50
Sausage, medium	6.50@7.25	6.00@6.50	6.50@7.00	6.25@7.00	6.75@7.25
Sausage, cutter and common	5.50@6.50	5.50@6.00	5.75@6.50	5.50@6.25	5.50@6.75

VEALERS, all weights:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	11.00@12.00	11.00@12.25	9.50@10.50	9.00@11.00	10.00@12.00
Common and medium	9.00@11.00	9.00@11.00	8.00@9.50	7.50@9.50	7.50@10.00
Cull	7.00@9.00	6.50@9.00	7.00@8.00	6.50@7.50	5.50@7.50

CALVES, 400 lbs. down:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	8.00@9.00	8.25@9.75	8.00@9.00	8.50@10.00	8.50@10.00
Common and medium	6.50@8.00	7.00@8.25	7.00@8.00	6.50@8.50	6.50@8.50
Cull	5.50@6.50	6.00@7.00	5.50@7.00	5.50@6.50	5.50@6.50

Slaughter Lambs and Sheep: ¹	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
SPRING LAMBS:					
*Good and choice	10.15@10.75	10.25@10.75	10.00@10.15	9.75@10.35	10.00@10.25
*Medium and good	9.25@9.90	9.00@10.00	8.75@9.55	8.50@9.50	9.00@9.75
Common	7.75@9.00	6.75@8.75	7.50@8.75	7.00@8.25	7.25@8.75

YEARLING WETHERS (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	8.00@9.00	7.50@8.50	.....	7.50@8.25	6.75@8.00
Medium	6.75@8.35	6.75@7.50	.....	6.50@7.50	6.25@6.75

EWES (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	3.25@4.00	2.75@3.75	2.75@3.75	3.00@3.75	2.50@3.75
Common and medium	2.50@3.25	1.75@2.75	2.00@2.75	1.75@3.00	1.75@2.50

Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days wool growth quoted as shorn.	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.					

SPRING LAMBS:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Good and choice	10.15@10.75	10.25@10.75	10.00@10.15	9.75@10.35	10.00@10.25
*Medium and good	9.25@9.90	9.00@10.00	8.75@9.55	8.50@9.50	9.00@9.75
Common	7.75@9.00	6.75@8.75	7.50@8.75	7.00@8.25	7.25@8.75

YEARLING WETHERS (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	8.00@9.00	7.50@8.50	.....	7.50@8.25	6.75@8.00
Medium	6.75@8.35	6.75@7.50	.....	6.50@7.50	6.25@6.75

EWES (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	3.25@4.00	2.75@3.75	2.75@3.75	3.00@3.75	2.50@3.75
Common and medium	2.50@3.25	1.75@2.75	2.00@2.75	1.75@3.00	1.75@2.50

Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days wool growth quoted as shorn.	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.					

SPRING LAMBS:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Good and choice	10.15@10.75	10.25@10.75	10.00@10.15	9.75@10.35	10.00@10.25
*Medium and good	9.25@9.90	9.00@10.00	8.75@9.55	8.50@9.50	9.00@9.75
Common	7.75@9.00	6.75@8.75	7.50@8.75	7.00@8.25	7.25@8.75

YEARLING WETHERS (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	8.00@9.00	7.50@8.50	.....	7.50@8.25	6.75@8.00
Medium	6.75@8.35	6.75@7.50	.....	6.50@7.50	6.25@6.75

EWES (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	3.25@4.00	2.75@3.75	2.75@3.75	3.00@3.75	2.50@3.75
Common and medium	2.50@3.25	1.75@2.75	2.00@2.75	1.75@3.00	1.75@2.50

Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days wool growth quoted as shorn.	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.					

SPRING LAMBS:	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
*Good and choice	10.15@10.75	10.25@10.75	10.00@10.15	9.75@10.35	10.00@10.25
*Medium and good	9.25@9.90	9.00@10.00	8.75@9.55	8.50@9.50	9.00@9.75
Common	7.75@9.00	6.75@8.75	7.50@8.75	7.00@8.25	7.25@8.75

YEARLING WETHERS (shorn):	Chicago.	Nat. Stk. Yds.	Omaha.	Kans. City.	St. Paul.
Good and choice	8.00@9.00	7.50@8.50	7.50@8.25	6.75@8.00
Medium	6.75@8.35	6.75@7.50	6.50@7.50	6.25@6.75

EWES (shorn):	Chicago.	Nat. Stk. Y
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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 2, 1939, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 4,145 hogs; Swift & Company, 3,611 hogs; Wilson & Co., 5,300 hogs; Western Packing Co., Inc., 1,399 hogs; Agar Packing Co., 4,732 hogs; Shippers, 7,151 hogs; Others, 20,919 hogs.

Total: 31,994 cattle; 4,397 calves; 43,257 hogs; 45,616 sheep.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	3,952	770	3,558	5,138
Cudahy Pkg. Co.	2,140	601	1,747	3,769
Swift & Company	3,126	522	2,289	3,770
Wilson & Co.	1,749	478	1,593	2,596
Ind. Pkg. Co.	886	158	.....	.....
Kornblum Pkg. Co.	886	.....	.....	.....
Others	5,411	526	2,181	328
Total	17,264	2,897	11,826	15,571

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,466	6,327	5,651
Cudahy Packing Co.	2,989	4,444	6,918
Swift & Company	3,252	3,378	5,250
Wilson & Co.	1,424	2,819	2,034
Others	.....	9,416	.....

Cattle and calves: Eagle Pkg. Co., 16; Greater Omaha Pkg. Co., 108; Geo. Hoffmann, 29; Lewis Pkg. Co., 721; Nebraska Beef Co., 696; Omaha Pkg. Co., 131; John Roth, 97; South Omaha Pkg. Co., 57; Lincoln Pkg. Co., 264.

Total: 14,250 cattle and calves; 26,583 hogs; 19,853 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	3,241	1,873	6,595	5,089
Swift & Company	3,192	2,149	4,670	4,456
Hunter Pkg. Co.	1,065	687	3,938	1,026
Hell Pkg. Co.	.....	.....	2,938	.....
Krey Pkg. Co.	.....	.....	1,800	.....
Laclede Pkg. Co.	.....	.....	1,174	.....
Sieloff Pkg. Co.	.....	.....	1,780	.....
Shippers	6,643	2,549	22,528	870
Others	2,587	642	2,704	1,014
Total	17,328	7,850	46,014	12,455

Not including 2,061 cattle, 4,905 calves, 25,953 hogs, and 3,974 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	2,066	365	4,885	9,425
Armour and Company	2,192	354	4,818	4,521
Others	1,157	59	2,523	1,591
Total	5,415	778	12,226	15,537

Not including 760 hogs bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,762	66	5,123	3,797
Armour and Company	1,722	57	5,069	2,214
Swift & Company	1,778	52	2,916	3,573
Shippers	3,053	60	4,023	307
Others	279	27	39	11
Total	8,594	262	17,161	10,902

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,650	978	5,036	1,561
Dold Pkg. Co.	721	133	1,268	291
Wichita D. B. Co.	17	.....	.....	.....
Dunn-Ostertag	71	.....	.....	.....
Fred W. Dold	102	.....	372	.....
Sundflower Pkg. Co.	20	.....	281	.....
Pioneer Cattle Co.	54	.....	.....	.....
Keefe Pkg. Co.	54	.....	.....	.....
Total	2,691	1,111	6,957	1,852

Not including 41 cattle, 1,087 hogs and 498 sheep bought direct.

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,104	1,519	1,824	3,100
Swift & Company	1,887	1,225	1,118	4,324
Blue Bonnet Pkg. Co.	180	81	474	1
City Pkg. Co.	106	22	604	.....
Rosenthal Pkg. Co.	23	1	27	.....
Total	4,280	2,848	4,047	7,425

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,121	742	2,985	1,100
Wilson & Co.	2,375	1,006	2,904	1,184
Others	305	48	1,245	1
Total	4,801	1,096	7,224	2,285

Not including 52 cattle and 1,307 sheep bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	902	176	1,566	19,712
Swift & Company	888	129	1,988	15,892
Cudahy Pkg. Co.	647	98	1,082	2,114
Others	1,880	331	1,158	15,501
Total	4,317	734	5,794	59,219

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,852	1,621	7,447	1,204
Armour and Company	.....	.....	.....	.....
Mil.	691	842	.....	.....
Shippers	139	20	23	53
Others	849	1,069	89	455
Total	8,231	3,552	7,559	1,712

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,098	1,505	9,143	6,285
Swift & Company	4,230	2,364	11,306	11,158
Riffin	629	38	.....	.....
United	2,513	201	.....	.....
Others	2,240	1,748	.....	.....
Total	11,708	5,856	20,449	17,423

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,803	807	12,679	4,525
Armour and Company	287	46	611	.....
Hilgemeier Bros.	8	.....	800	.....
Stumpf Bros.	.....	.....	149	.....
Meier & Co.	54	4	318	.....
Stark & Wetzel	124	38	495	.....
Wabnitz & Deters	30	38	366	43
Maass Hartman	.....	.....	.....	.....
Shippers	3,279	2,072	22,494	5,964
Others	832	530	181	558
Total	6,437	3,540	38,093	11,090

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	.....	14	.....	325
E. Kahn's Sons Co.	1,061	244	8,849	4,024
Lohrey Pkg. Co.	8	.....	139	.....
H. H. Meyer Pkg. Co.	15	.....	3,741	.....
J. Schlachter	138	117	.....	53
J. F. Schroth Pkg. Co.	21	.....	3,354	.....
J. F. Stegner Co.	295	421	.....	1,207
Shippers	512	3	3,229	1,207
Others	1,542	730	1,210	429
Total	3,590	1,529	20,513	6,128

Not including 896 cattle, 7 calves, 2,862 hogs and 2,713 sheep bought direct.

RECAPITULATION.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	31,994	31,540	39,610	19,853
Kansas City	17,264	16,400	25,327	10,902
Omaha	14,250	15,849	17,113	11,541
East St. Louis	17,328	16,507	14,475	15,537
St. Joseph	5,415	6,446	6,074	9,425
St. Louis	8,594	8,795	8,597	5,089
Oklahoma City	4,801	4,396	5,840	2,285
Wichita	2,691	2,429	3,225	1,852
Denver	4,317	4,329	5,052	5,929
St. Paul	11,708	11,375	14,146	17,423
Milwaukee	3,231	3,306	4,346	6,285
Indianapolis	6,437	5,852	8,264	11,090
Cincinnati	3,590	3,083	4,005	6,128
Ft. Worth	4,280	4,267	8,490	7,425
Total	135,920	134,004	162,543	162,543

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	43,257	46,013	47,529	19,853
Kansas City	11,826	7,994	8,185	10,902
Omaha	26,583	21,806	16,215	11,541
East St. Louis	46,014	44,484	37,183	15,537
St. Joseph	12,226	8,728	8,519	9,425
St. Louis	17,161	16,040	13,510	5,089
Oklahoma City	7,224	6,273	4,540	2,285
Wichita	6,957	4,076	2,946	1,852
Denver	5,794	5,244	5,031	5,929
St. Paul	20,283	19,240	22,928	17,423
Milwaukee	7,559	6,686	8,289	6,285
Indianapolis	38,093	35,888	39,145	11,090
Cincinnati	20,513	19,084	18,193	6,128
Ft. Worth	4,047	4,237	4,924	7,425
Total	267,708	246,753	237,137	237,137

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	45,616	33,082	45,579	19,853
Kansas City	15,571	10,514	17,607	10,902
Omaha	19,853	18,207	55,416	11,541
East St. Louis	12,455	15,098	29,281	15,537
St. Joseph	15,537	12,997	21,413	9,425
St. Louis	10,902	7,377	7,874	5,089
Oklahoma City	2,285	1,245	2,521	2,285
Wichita	1,852	1,157	1,060	1,852
Denver	59,219	45,085	50,768	5,929
St. Paul	17,423	16,780	16,916	17,423
Milwaukee	1,712	1,495	2,815	6,285
Indianapolis	11,090	8,241	10,843	11,090
Cincinnati	6,128	5,297	6,796	6,128
Ft. Worth	7,425	6,439	15,822	7,425
Total	227,068	183,089	284,822	284,822

*Cattle and calves.

†Not including directs.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 28	11,481	1,798	15,531	8,929
Tues., Aug. 29	7,259	1,312	15,107	10,808
Wed., Aug. 30	10,407	988	12,438	11,487
Thurs., Aug. 31	5,500	1,351	17,191	10,102
Fri., Sept. 1	1,767	310	8,321	7,573
Sat., Sept. 2	300	100	2,700	5,900

*Total this week.....36,588 5,859 71,415 51,788
Previous week.....35,014 4,968 66,672 45,218
Year ago.....40,483 5,977 71,667 65,482
Two years ago.....38,239 7,017 47,218 46,025

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 28	3,076	12	2,037	2,613
Tues., Aug. 29	2,867	133	873	4,460
Wed., Aug. 30	3,615	40	815	1,529
Thurs., Aug. 31	1,415	91	1,246	2,601
Fri., Sept. 1	664	9	1,662	234
Sat., Sept.				

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended September 2, 1939.

	CATTLE.		
	Week ended Sept. 2.	Prev. week.	Cor. week. 1938.
Chicago ¹	22,929	28,540	27,600
Kansas City ²	20,161	19,058	27,232
Omaha ³	13,519	15,251	16,977
East St. Louis	10,685	10,015	13,751
St. Joseph	5,703	5,272	6,297
Sioux City	5,743	6,354	6,351
Wichita ⁴	3,841	3,433	4,368
Fort Worth ⁵	4,280	4,267	13,375
Philadelphia	1,766	1,409	1,908
Indianapolis	1,955	1,388	2,005
New York & Jersey City	9,385	7,614	9,792
Oklahoma City ⁶	6,649	6,247	8,403
Cincinnati	5,590	5,683	4,005
Denver	4,620	4,413	5,793
St. Paul	9,468	9,392	12,114
Milwaukee	3,129	3,237	3,996
Total	127,423	129,573	163,970

¹Cattle and calves.

	HOGS.		
	Week ended Sept. 2.	Prev. week.	Cor. week. 1938.
Chicago	75,053	70,187	74,879
Kansas City	31,787	19,649	22,297
Omaha	25,901	17,249	17,757
East St. Louis	45,615	41,097	46,856
St. Joseph	10,729	7,420	8,747
Sioux City	14,096	9,443	12,195
Wichita	8,044	5,181	4,598
Fort Worth	4,047	4,237	4,924
Philadelphia	17,132	16,405	14,419
Indianapolis	14,322	13,922	12,956
New York & Jersey City	51,714	42,316	48,775
Oklahoma City	8,531	7,398	4,690
Cincinnati	20,513	16,439	18,193
Denver	5,830	4,750	5,031
St. Paul	20,449	19,600	30,617
Milwaukee	7,422	6,662	8,331
Total	361,185	301,964	335,272

¹Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

	SHEEP.		
	Week ended Sept. 2.	Prev. week.	Cor. week. 1938.
Chicago ¹	26,479	47,409	55,781
Kansas City	15,571	10,514	17,607
Omaha	22,973	19,807	27,102
East St. Louis	11,585	10,615	13,721
St. Joseph	13,946	11,290	18,776
Sioux City	10,595	6,938	7,253
Wichita	2,350	1,920	1,069
Fort Worth	7,425	6,449	15,822
Philadelphia	3,356	3,369	5,485
Indianapolis	4,940	3,377	4,427
New York & Jersey City	61,049	47,904	69,063
Oklahoma City	2,285	1,245	2,539
Cincinnati	6,128	5,372	6,798
Denver	10,493	9,613	50,768
St. Paul	17,423	16,780	16,916
Milwaukee	1,712	1,357	2,295
Total	218,310	203,564	315,422

¹Not including directs.

WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended September 1, with comparisons are reported as follows by the U. S. Department of Agriculture:

	WEEK ENDED SEPTEMBER 1, 1939.			
	Cattle.	Calves.	Hogs.	Sheep.
New York area ¹	9,382	16,807	48,926	60,806
Phila. & Balt.	3,181	1,913	30,697	2,827
Ohio-Indiana group ²	8,009	3,759	43,853	12,181
Chicago	24,637	6,465	75,053	50,886
St. Louis area ³	11,624	10,410	45,615	12,817
Kansas City	13,689	5,811	31,787	18,869
Southwest group ⁴	14,959	7,403	26,105	23,208
Omaha	13,697	1,042	25,901	25,245
Sioux City	5,121	208	14,096	11,875
St. Paul-Wisc. group ⁵	16,640	10,785	59,175	22,676
Interior Iowa & So. Minn. ⁶	13,389	4,685	100,775	37,850
Total	134,278	69,288	501,983	279,230
Prev. week	132,749	64,325	441,886	230,866
Year ago	156,675	76,511	444,216	327,087

¹Includes New York City, Newark, and Jersey City.
²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind.
³Includes National Stock Yards and East St. Louis, Ill., and St. Louis, Mo.
⁴Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth.
⁵Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin.
⁶Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Watch Classified page for good men.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

		WESTERN DRESSED MEATS.			
		NEW YORK.	PHILA.	BOSTON.	
STEERS, carcass	Week ending September 2, 1939.....	8,099½	2,724	2,853	
	Week previous	9,628	2,567	2,474	
	Same week year ago.....	9,092	3,187	2,724	
COWS, carcass	Week end September 2, 1939.....	788	1,003	2,290	
	Week previous	783	994	2,395	
	Same week year ago.....	1,246	1,819	3,084	
BULLS, carcass	Week ending September 2, 1939.....	356	397	12	
	Week previous	527	655	12	
	Same week year ago.....	475	712	3	
VEAL, carcass	Week ending September 2, 1939.....	6,413	811	610	
	Week previous	7,050	805	499	
	Same week year ago.....	7,712	1,231	496	
LAMB, carcass	Week ending September 2, 1939.....	33,440	10,450	17,604	
	Week previous	47,459	13,470	16,242	
	Same week year ago.....	41,728	16,932	17,080	
MUTTON, carcass	Week ending September 2, 1939.....	1,971	135	1,006	
	Week previous	1,720	240	1,075	
	Same week year ago.....	2,174	311	710	
PORK CUTS, lbs.	Week ending September 2, 1939.....	1,131,071	168,644	296,828	
	Week previous	1,493,033	181,538	225,702	
	Same week year ago.....	1,330,008	276,296	220,454	
BEEF CUTS, lbs.	Week ending September 2, 1939.....	313,534	.....	.....
	Week previous	449,167	.....	.....
	Same week year ago.....	477,438	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head	Week ending September 2, 1939.....	9,385	1,766	.....
	Week previous	7,614	1,409	.....
	Same week year ago.....	9,792	1,908	.....
CALVES, head	Week ending September 2, 1939.....	16,753	1,714	.....
	Week previous	14,727	2,341	.....
	Same week year ago.....	17,270	2,612	.....
HOGS, head	Week ending September 2, 1939.....	51,714	17,132	.....
	Week previous	42,316	16,405	.....
	Same week year ago.....	48,775	14,419	.....
SHEEP, head	Week ending September 2, 1939.....	61,049	3,356	.....
	Week previous	47,004	3,369	.....
	Same week year ago.....	69,063	5,485	.....

Country dressed product at New York totaled 2,022 veal, no hogs and 21 lambs. Previous week 1,096 veal, no hogs and 11 lambs in addition to that shown above.

LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, July, 1939:

	July 1939.	June 1939.	July 1938.
Average cost per 100 lbs.:			
Cattle	\$7.58	\$7.77	\$7.62
Steers	8.80	8.89	9.60
Calves	8.21	8.16	7.71
Hogs	6.12	6.21	8.65
Sheep and lambs.....	8.85	8.69	7.95

Average yields, per cent:

Cattle	54.81	55.12	53.39
Calves	55.68	55.96	55.04
Hogs	75.41	74.91	74.91
Sheep and lambs.....	47.67	48.13	47.72

Average live weight, lbs.:

Cattle	936.14	930.39	911.93
Steers	986.52	981.17	955.27
Calves	201.33	189.00	197.50
Hogs	255.80	246.11	259.70
Sheep and lambs.....	79.76	79.08	79.59

CANADIAN LIVESTOCK PRICES

	STEERS.		
	Week ended Aug. 31.	Last week.	Same week 1938.
Top prices			
Toronto	\$ 6.75	\$ 6.75	\$ 7.00
Montreal	6.60	7.00	7.25
Winnipeg	6.25	6.25	6.75
Calgary	6.00	5.75	5.75
Edmonton	5.50	5.50	5.50
Prince Albert	5.50	5.50	5.50
Moose Jaw	5.00	5.75	4.75
Saskatoon	7.00	5.50	5.25
Regina	5.50	5.00	5.50
Vancouver	5.75	5.75	.....
VEAL CALVES.			
Toronto	\$10.00	\$10.00	\$10.00
Montreal	8.50	9.00	9.00
Winnipeg	8.00	7.00	8.00
Calgary	6.25	6.00	6.00
Edmonton	6.00	6.00	6.50
Prince Albert	6.00	5.75	5.50
Moose Jaw	5.50	6.00	6.50
Saskatoon	7.00	6.50	7.00
Regina	7.00	6.25	7.50
Vancouver	6.50	7.00	.....
BACON HOGS.			
Toronto	\$ 7.65	\$ 8.15	\$ 9.50
Montreal ¹	8.25	8.50	10.00
Winnipeg ¹	7.85	8.10	9.25
Calgary	8.00	7.85	8.75
Edmonton	7.85	7.80	8.75
Prince Albert	7.60	7.85	9.00
Moose Jaw	7.70	7.95	9.10
Saskatoon	7.60	7.85	9.00
Regina	7.70	7.95	9.10
Vancouver	7.95	8.75	.....

¹Montreal and Winnipeg hogs sold on a "F. & W." basis; all others "off trucks."

GOOD LAMBS.			
Toronto	\$ 8.60	\$ 9.00	\$ 8.75
Montreal	8.00	8.25	8.50
Winnipeg	7.00	7.25	7.50
Calgary	6.25	6.25	6.50
Edmonton	6.25	6.00	6.25
Prince Albert	6.25	6.00	5.75
Moose Jaw	6.25	6.25	6.50
Saskatoon	6.50	6.50	6.50
Regina	6.25	6.25	6.50
Vancouver .....	.....	7.25	.....

EARLY & MOOR INC.

Sausage Casing Specialists

MANUFACTURERS EXPORTERS IMPORTERS

BOSTON, MASS.

"The Skins You Love to Stuff"

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PITH, NO FIBRE!

Dry Essence of Natural Spices dissolves completely because all pith, fibre, and foreign matter is removed. Only the finest ingredients that definitely contribute to the high quality standard of STANGE Products are used in this flavorful and uniform seasoning. Start using Dry Essence of Natural Spices at once. Write for generous free samples!

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C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better, plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C. D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

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Fred C. Cahn
222 WEST ADAMS ST., CHICAGO, ILLINOIS
Selling Agent: THE ADLER COMPANY, CINCINNATI

Christmas Packaging

(Continued from page 13.)

or large emporium where food products are sold with holiday food items in mind. Crackers, plum puddings, mince meat, special cakes, etc. are on display. Unless meat products are suggested also, she is apt to pass them by.

In a few short weeks the habit of picking up and buying items wrapped for Christmas becomes so strong that the housewife is attracted by little else. Will the packer leave it to the food dealer to fight the battle for meat, or will he assist Christmas meat sales with a well prepared program which places meat on the same competitive level with other food products?

What can the meat packer do? A Christmas sales program will be suggested in an early issue of THE NATIONAL PROVISIONER.

CIVIL SERVICE EXAMINATION

An examination for junior marketing specialist in the Agricultural Marketing Service, U. S. Department of Agriculture, has been announced by the U. S. Civil Service Commission. This examination will cover the following optional subjects: Meat grading, livestock, poultry and eggs, wool, dairy products, fruits, vegetables and miscellaneous products, grain and other farm products. Competitors will be rated on a test consisting of practical questions on the optional subject they have chosen.

Applications must be on file with the U. S. Civil Service Commission, Washington, D. C., not later than September 18, from all states except Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming. Applicants from these states have until September 21 for filing. Salary listed is \$2,000. Blanks may be secured from local post offices or from the commission in Washington.

FINANCIAL NOTES

Quarterly dividend of \$1.75 has been declared on the guaranteed 7 per cent preferred stock of Armour and Company. Dividend is payable October 1 to shareholders of record on September 12.

Directors of Safeway Stores have authorized a quarterly dividend of 75 cents on the common stock, payable October 1, Books will close September 19.

Adjusted net earnings of \$25,399,792 for the fiscal year ended June 30 are reported by Procter & Gamble Co., equal to \$3.84 per common share. This compared with \$17,439,194, or \$2.96 per common share, for the preceding fiscal year, and are the greatest earnings ever reported by the company with the exception of the 1936-37 fiscal year.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, September 6, 1939, or nearest previous date:

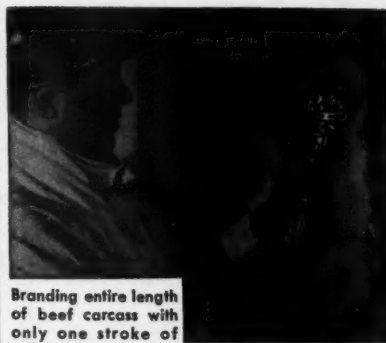
	Sales.	High.	Low.	—Close.—	
	Week ended				
	Sept. 6.	—Sept. 6.—		Sept. 6.	Aug. 30.
Amal. Leather.	19,100	3 3/4	3 1/4	3 1/4	1 1/4
Do. Pfd.	1,900	21	20 1/4	20 1/4	12
Amer. H. & L.	66,700	8	7	7 1/4	4
Do. Pfd.	3,000	42	38	38	28
Amer. Stores.	2,600	11 1/4	11 1/4	11 1/4	12 1/4
Armour Ill.	227,000	8 1/2	8	8	8 1/4
Do. Pr. Pfd.	3,900	60	55	55	36
Do. Pfd.	.....	.....	.....	.....	50
Do. Del. Pfd.	100	102	102	102	101
Beechut Pack.	500	110	109	109	122
Bohach, H. C.	100	3 1/4	3 1/4	3 1/4	3
Do. Pfd.	.....	.....	.....	.....	24
Chick. Co. Oil.	4,700	14 1/4	14 1/4	14 1/4	10 1/4
Childs Co.	4,700	6	5 1/2	5 1/2	6 1/4
Cudahy Pack.	5,300	17 1/4	16	16 1/4	10 1/4
Do. Pfd.	340	65	65	65	50
First Nat. Strs.	2,000	44 1/4	43	43	44 1/4
Gen. Foods	19,500	41 1/4	40 1/4	40 1/4	44 1/4
Do. Pfd.	100	110 1/4	110 1/4	110 1/4	114
Glidden Co.	5,600	18 1/4	17 1/4	17 1/4	15 1/4
Do. Pfd.	100	40	40	40	44
Gobel Co.	6,600	3 1/4	3 1/4	3 1/4	2 1/4
Gr. A&P 1st Pfd.	100	128	127 1/2	128	127
Do. New	425	96 1/4	95	95	98 1/4
Hormel, G. A.	100	31	29	31	26
Hygrade Food.	3,300	3	2 1/2	2 1/2	1 1/4
Kroger G. & B.	14,500	25 1/4	25	25	26 1/4
Libby McNeill.	27,700	9 1/4	8 1/4	9	8 1/4
Mickelberry Co.	3,950	3 1/4	3 1/4	3 1/4	3 1/4
M. & H. Pfd.	1,010	5 1/4	4 1/4	4 1/4	2 1/4
Morrell & Co.	400	40 1/4	40 1/4	40 1/4	31 1/4
Nat. Tea	2,200	3 1/4	3	3 1/4	2 1/4
Proc. & Gamb.	6,200	62 1/4	62	62 1/4	60 1/4
Do. Pr. Pfd.	140	113 1/4	113 1/4	113 1/4	114
Rath Pack.	100	35	35	35	31
Safeway Strs.	16,800	41	40 1/4	41	44
Do. 5% Pfd.	50	105	105	105	107 1/2
Do. 6% Pfd.	120	110	105	105	112
Do. 7% Pfd.	40	112	112	112	112 1/4
Stahl Meyer	300	2 1/4	2	2 1/4	1 1/4
Swift & Co.	28,550	25	22 1/4	23	17 1/4
Do. Intl.	24,500	35 1/4	33	33	26
Trunz Pork	200	8	8	8	8
U. S. Leather.	12,100	9 1/4	8 1/4	9	4
Do. A.	15,600	13 1/4	12 1/4	12 1/4	6 1/4
Do. Pr. Pfd.	200	65	65	65	48
United Stk. Yds.	3,700	4	3 1/4	3 1/4	2
Do. Pfd.	1,200	8	7 1/4	7 1/4	6 1/4
Wesson Oil	9,500	28 1/4	26	26 1/4	17 1/4
Do. Pfd.	500	65	65	65	58 1/4
Wilson & Co.	66,500	7 1/4	7 1/4	7 1/4	8 1/4
Do. Pfd.	4,600	52	49	50	33 1/4

GERMAN MEAT SITUATION

Reporting on conditions in the German meat industry at the end of July, the American consulate general at Hamburg stated that official warnings continued against the rise in per capita consumption of meat. Substitution of fish, fresh vegetables and fruit was urged. White collar workers were asked to limit their meat consumption to a quantity just sufficient to maintain a proper diet.

Total quantity of meat entering consumptive channels in 1938 was approximately 127 lbs. per capita in contrast with 123 lbs. per capita in 1937. It was believed that a portion of the amount reported as total meat consumption in 1938 included considerable but unknown quantities of meat which was stored against national emergency.

The last available census of meat animals in Germany, published in January, 1939, showed a decline during 1938 of 593,000 head in number of cattle, or almost 3 per cent, and a decline of 302,000 hogs or 1.3 per cent. Meat imports into Germany during the first five months of 1939 totaled 65,292 metric tons compared with 37,847 tons in the like 1938 period. Frozen beef was the principal import item with pork next in volume. Lard imports during the 1939 period totaled 15,942 metric tons compared with 19,420 in 1938. Bacon imports at 4,235 metric tons were 125 per cent of 1938 imports.



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GREAT LAKES

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New Trade Literature

Thermodynamic Properties of Methyl Chloride (NL 689).—May, 1939, issue of Arctic Service News contains revised set of tables on thermodynamic properties of methyl chloride. Information said to utilize best experimental data available and express all desired thermodynamic properties. Tables published include properties of saturated vapor, properties of superheated vapor, and those of superheated methyl chloride at 65 degs. F. Equational representations of heat capacities of liquid and vapor, entropy of the vapor, pressure-volume-temperature relationships, etc., are supplied.—E. I. du Pont de Nemours & Co.

Swing Hammer Pulverizers and Crushers (NL 698).—Clearly illustrated 32-page booklet covers company's line of swing hammer pulverizers and crushers used in meat packing industry for reducing bone, tankage, cracklings, etc. Black gut hashers and washers and bone and meat hashers are also described. Booklet explains principle of operation employed, applications, operating suggestions, etc., and lists complete specifications on the various models. Construction details are clearly explained by text, photographs and diagrams.—Jeffrey Manufacturing Co.

Evaporative Coolers for Engine Jacket Water (NL 688).—Bulletin describes line of evaporative coolers for engine jacket water, to be used with stationary type diesel and gas engines. Cooler features unit construction, consisting of fan, coil and drain pan sections, and is recommended for installations where cost of pumping jacket water must be kept at a minimum. Bulletin lists specifications, capacity ratings on basis of 15-, 20- and 25-deg. cooling, operating features, typical piping arrangement and principal dimensions.—Worthington Pump & Machinery Corp.

Refrigeration Equipment (NL 706).—Fifty-page catalog, illustrated, covers line of refrigeration equipment, including streamline coils for walk-in coolers, comfort coolers, air-cooled condensers and ice makers. Company's coils feature streamline fin and inner swirl fin, said to increase B.t.u. capacity of coil surface and to reduce temperature gradient between refrigerant and tube wall. Specifications, prices and supplementary engineering data are included.—Trenton Auto Radiator Works.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Name.....

No.

Street.....

City.....

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Agricultural Marketing Service at Chicago and Eastern markets on September 6, 1939.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice¹:				
400-500 lbs.	\$17.00@18.00		\$17.50@18.50	\$18.50@19.00
500-600 lbs.	16.50@17.50		17.00@18.00	18.00@19.00
600-700 lbs.	16.50@17.50	\$16.50@17.50	17.00@18.00	18.00@19.00
700-800 lbs.	16.00@17.00	16.50@17.50	17.00@18.00	18.00@19.00
STEERS, Good¹:				
400-500 lbs.	16.00@17.00		16.50@17.50	17.50@18.50
500-600 lbs.	15.50@16.50		16.00@17.00	17.00@18.00
600-700 lbs.	15.00@16.00	15.50@16.50	16.00@17.00	17.00@18.00
700-800 lbs.	15.00@16.00	15.50@16.50	16.00@17.00	17.00@18.00
STEERS, Commercial¹:				
400-600 lbs.	14.00@15.50		15.50@16.50	16.50@17.50
600-700 lbs.	14.00@15.00	14.00@15.50	15.00@16.00	16.00@17.00
STEERS, Utility¹:				
400-600 lbs.	12.50@14.00	13.00@14.00	13.00@15.00	12.50@14.50
COWS (all weights):				
Commercial	13.00@13.50	13.50@14.50	13.50@15.00	13.50@14.50
Utility	12.00@13.00	12.00@13.50	12.50@13.50	13.50@14.50
Cutter	11.50@12.00	12.00@13.00	11.50@12.50	12.00@13.50
Canner	11.00@11.50			
Fresh Veal and Calf:				
VEAL (all weights)²:				
Choice	17.00@18.00	18.00@19.00	19.00@21.00	19.00@20.00
Good	16.00@17.00	16.00@18.00	17.00@19.00	17.00@18.00
Medium	14.50@16.00	14.50@16.00	15.00@18.00	15.00@17.00
Common	13.50@14.50	13.00@14.50	13.00@15.00	14.00@15.00
CALF (all weights)²:				
Choice			15.00@17.00	
Good	14.00@15.00		14.00@15.00	
Medium	13.00@14.00		12.50@14.50	
Common	12.50@13.00			
Fresh Lamb and Mutton:				
SPRING LAMB				
LAMB, Choice:				
38 lbs. down.	20.00@21.00	22.00@23.00	22.00@24.00	23.00@24.00
39-45 lbs.	20.00@21.00	21.50@22.50	22.00@23.00	22.00@23.00
46-55 lbs.	20.00@20.50	21.00@22.00	21.50@22.00	21.00@22.00
LAMB, Good:				
38 lbs. down.	18.00@20.00	20.50@22.00	20.00@21.50	21.00@22.00
39-45 lbs.	18.00@20.00	20.00@21.50	20.00@21.50	21.00@22.00
46-55 lbs.	17.50@18.50	20.00@21.00	20.00@21.00	20.00@21.00
LAMB, Medium:				
All weights	16.00@18.00	17.00@20.00	19.00@20.50	18.00@20.00
LAMB, Common:				
All weights	14.00@16.00	15.00@17.00	16.00@19.00	16.00@18.00
MUTTON (Ewe), 70 lbs. down:				
Good	8.00@ 9.00	10.00@11.00	10.00@11.00	
Medium	7.00@ 8.00	9.00@10.00	9.00@10.00	
Common	5.00@ 7.00	7.00@ 9.00	6.00@ 9.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	26.50@27.50	26.00@27.00	25.50@27.00	25.00@26.00
10-12 lbs.	26.00@27.00	26.00@27.00	25.00@26.50	25.00@26.00
12-15 lbs.	22.50@24.50	23.00@25.00	21.50@23.50	22.00@24.00
16-22 lbs.	18.00@19.00	20.00@21.50	18.00@21.00	18.00@21.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	13.50@14.50		14.00@16.00	
PICNICS:				
6-8 lbs.	12.50@13.50	14.00@14.50		
BUTTS, Boston Style:				
4-8 lbs.	17.00@19.00		17.00@19.00	16.50@18.00
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	10.50@11.00			

¹Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ²"Skin on" at New York and Chicago. ³Includes sides at Boston and Philadelphia.

LEAD SEALS BANNED

Recent meat inspection notices provide that use of lead seals or other identifying devices consisting in whole or in part of lead, which are directly attached to meat or product, or which come in contact with meat or product (other than dried beef, summer sausage and similar dried meat or product) will no longer be permitted. Supplies of such lead seals and other identifying devices now on hand at establishments operating under federal inspection may be used. However, all new supplies will be required to be free from lead.

NEW FRANKFURTER SANDWICH

A new variation of the popular "hot dog" has made its appearance in a shop at Dallas, Tex. Called the "Corn Dog," it consists of a frankfurter wiener surrounded by batter and cooked in the form of an ear of corn. A companion product, termed the "Corn Hog," consists of a pork sausage cooked in a similar manner in the form of an ear of corn.

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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Pork Man

Wanted, good pork man who can cut hogs, cure hams and bacon, manufacture boiled hams and minor sausage products, figure costs, and handle men. Steady position for reliable, sober man in progressive meat packing plant in New York State. Applicant must give references and salary expected. W-682, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Rendering Plant Foreman

Wanted for rendering plant, foreman who is thoroughly experienced cooking butcher shop collections, blending tallow and grease, and manufacturing meat meal. Must give references, salary expected. W-674, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Sausage Foreman

Position wanted by reliable, A-1 sausage foreman with long years of experience. Can produce a full line of sausage; expert on loaves. Excellent references. W-687, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Beef Man

Twenty years' experience all ends of buying, killing, coolers and selling Beef, lambs, veal. Can assume full charge, fresh meat operations and sales promotion. Have handled plant, branch house and car route selling. Excellent references. Will go anywhere opportunity directs. W-683, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Because of my tried-and-proved experience as all-around, practical packinghouse man, I have a real service to offer packer needing man of my ability. Have had charge of all departments, can handle men with best results and would consider large hog or beef gang. References speak for my accomplishments. W-685, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Expert

Working foreman, chopper, stuffer, smoker, wishes position. Can produce full line and handle help. Married. Reliable. W-686, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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Do You Need a Good Man?

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Rent or Buy Sausage Factory

Wanted to rent or buy, small or medium sized sausage factory with capacity for 50,000 lbs. weekly, in or around Chicago radius. W-669, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Interest in Sausage Factory

For sale, controlling interest in sausage factory 200 miles north of Chicago, manufacturing 30,000 pounds weekly. Good reputation among trade, manufacturing high-grade sausage. Very good equipment. Takes about \$25,000. Illness in family reason for selling, must move. FS-684, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Rendering Equipment

Wanted, rendering outfit suitable for small abattoir. Must be in perfect condition and priced reasonable for cash. W-679, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Machinery

Wanted to buy, silent cutter, 50 to 100 lbs. capacity, either pulley or direct drive. State make. Also interested in a 40- to 75-gal. Aluminum kettle and a sausage ice crusher. Write Fred Riffel, Jr., 1624 W. 39th St., Kansas City, Mo.

Equipment for Sale

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14-19 Park Row, New York City

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No. 57-T "BUFFALO" Self-Emptying Silent Cutter.
No. 43-T "BUFFALO" Self-Emptying Silent Cutter.
No. 43-B "BUFFALO" Cutter.
No. 38-B "BUFFALO" Cutter.
No. 32-B "BUFFALO" Cutter.
No. 66-B "BUFFALO" Grinder.
No. 7-E Cleveland Grinder.
No. 56-B "BUFFALO" Grinder.
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400 lb. "BUFFALO" Mixer.
500 lb. "BUFFALO" Stuffer.
250 lb. "BUFFALO" Stuffer.
400 lb. Randall Stuffer.
200 lb. Randall Stuffer.
"BUFFALO" Bacon Skinner.
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Decker Luncheonette

*The Ready-Cooked Canned Meat
In Handy 12-oz. Can*

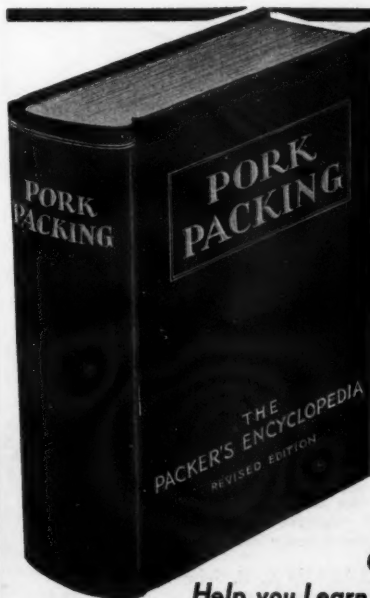
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Buying, Killing, Handling Fancy Meats, Chilling and Refrigeration, Cutting, Trimming, Cutting Tests, Making and Converting Pork Cuts, Lard Manufacture, Provision Trading Rules, Curing Pork Meats, Soaking and Smoking, Packing Fancy Meats, Sausage and Cooked Meats, Rendering Inedible Products, Labor and Cost Distribution, and Merchandising.

Let this
Operating Manual

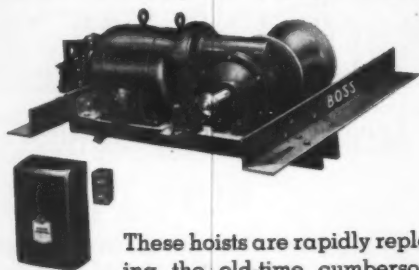
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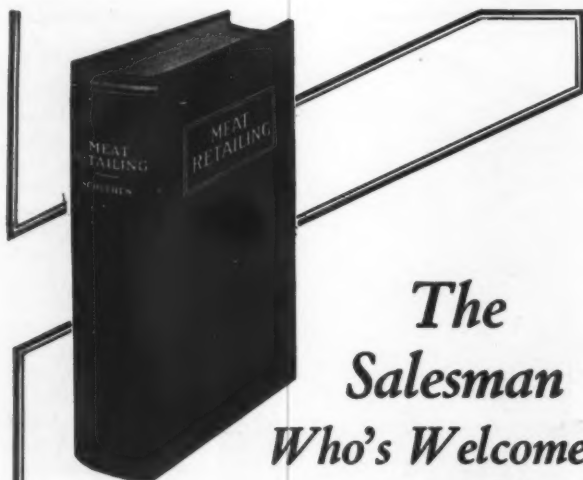
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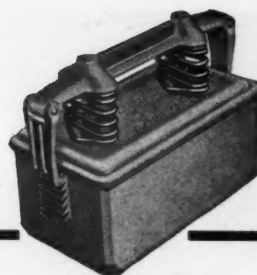


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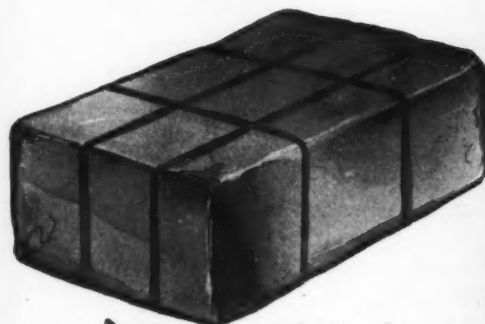
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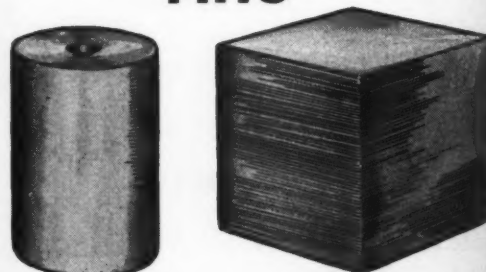
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